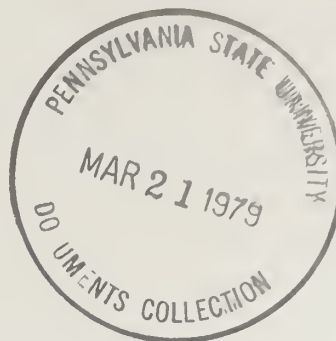


**International  
Marketing Information  
Series**



**CN**

# **Commercial News USA**

**New Products and Trade Information**

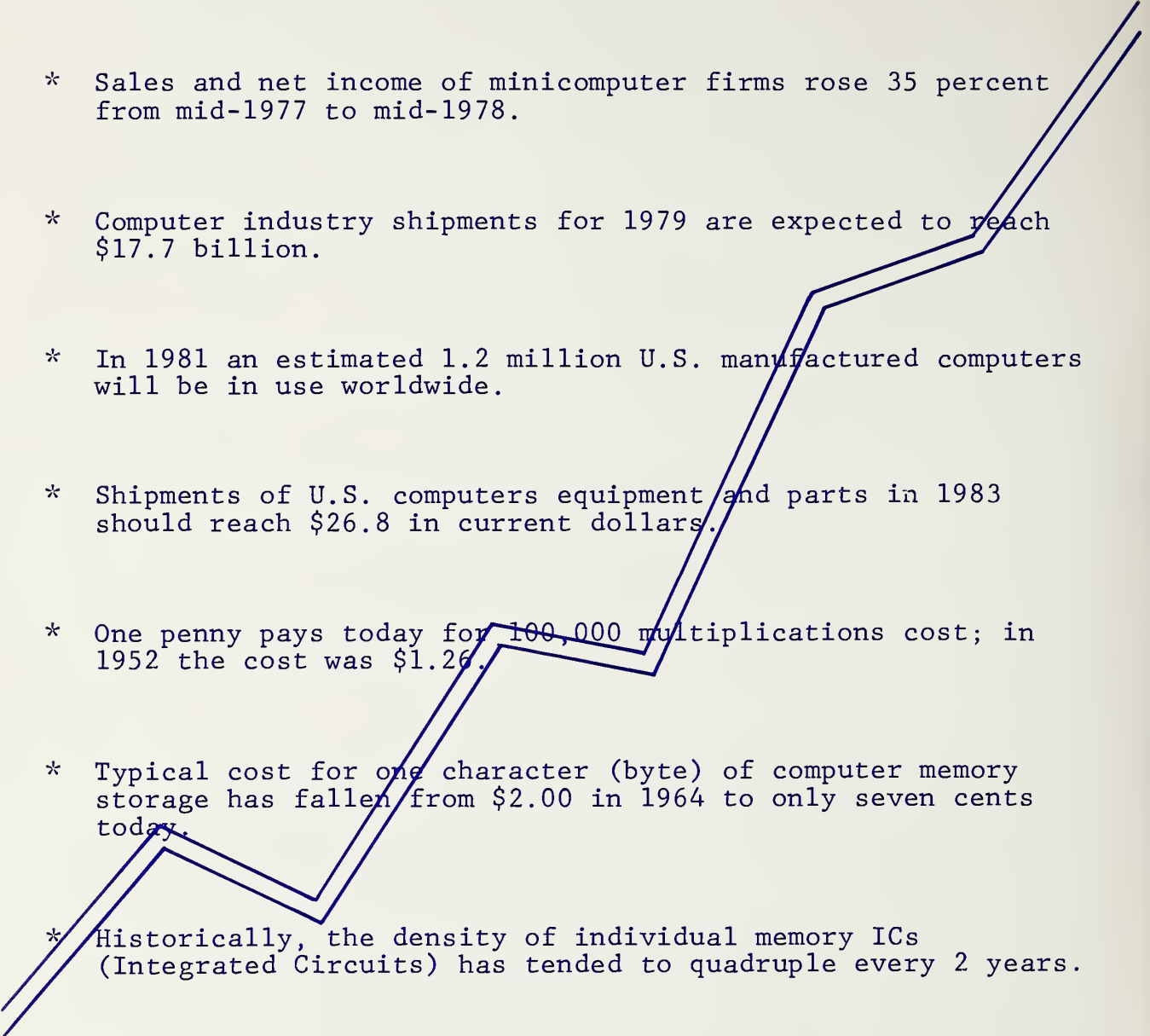
**January/February 1979**

**U.S. Computers  
and Business  
Equipment Highlights**



U.S. DEPARTMENT OF COMMERCE  
Industry and Trade Administration  
Washington, D.C. 20230

# COMPUTERS AND BUSINESS EQUIPMENT HIGHLIGHTS . . .

- \* Computer related shipments for 1978 rose 21 percent over the previous year, climbing to about \$15.4 billion.
  - \* Sales and net income of minicomputer firms rose 35 percent from mid-1977 to mid-1978.
  - \* Computer industry shipments for 1979 are expected to reach \$17.7 billion.
  - \* In 1981 an estimated 1.2 million U.S. manufactured computers will be in use worldwide.
  - \* Shipments of U.S. computers equipment and parts in 1983 should reach \$26.8 in current dollars.
  - \* One penny pays today for 100,000 multiplications cost; in 1952 the cost was \$1.26.
  - \* Typical cost for one character (byte) of computer memory storage has fallen from \$2.00 in 1964 to only seven cents today.
  - \* Historically, the density of individual memory ICs (Integrated Circuits) has tended to quadruple every 2 years.
- 

## FOREWORD

The purpose of the COMMERCIAL NEWS USA magazine is to provide U.S. export offers suitable for dissemination through the worldwide Commercial Newsletter Service, to over 100,000 foreign business officials, government representatives and other prospective buyers. This new product and trade information is specifically designed to foster and promote U.S. commercial interests in foreign markets. In addition, it informs the U.S. Foreign Service of new Commerce trade promotion programs and policy developments.

The worldwide Commercial Newsletter program plays an important role in expanding U.S. exports all over the world by publicizing information concerning new American products and technological developments and U.S. commercial exhibitions at home and abroad. Significant sales of "New Products U.S.A." further the objective of establishing the image of the United States as a first source of quality equipment and advanced technology. In addition, Commercial Newsletters promote U.S. investment and licensing abroad.

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Suggestions or comments regarding this publication are welcomed.

WRITE: *Commercial News USA*, Office of International Marketing, Bureau of Export Development, Industry and Trade Administration U.S. Department of Commerce, Washington, D.C. 20230; Telephone (AC) 202/377-5783.

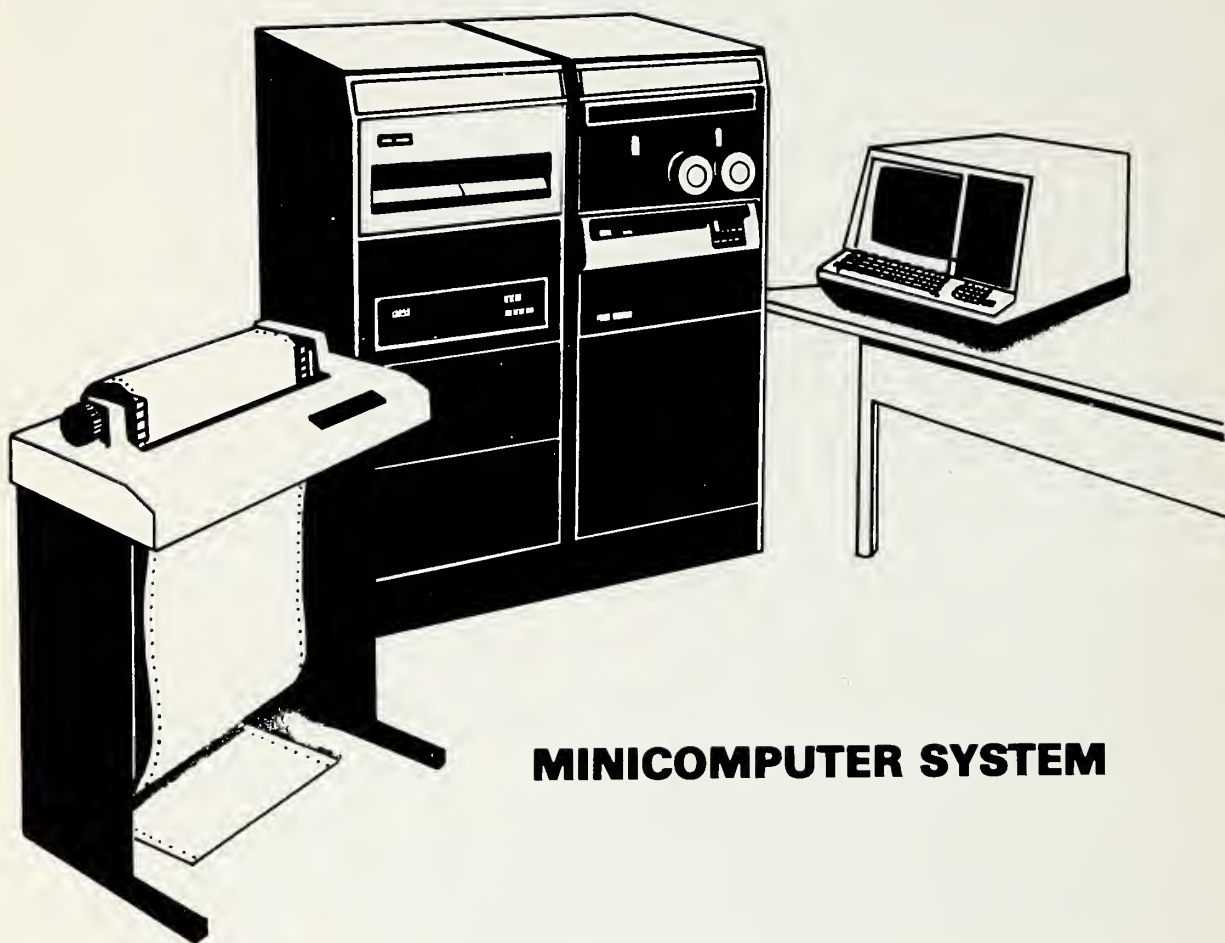
EDITOR: CONSTANCE L. WHITE

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## **MINICOMPUTER SYSTEM**

## COMPUTING EQUIPMENT: YESTERDAY, TODAY, TOMORROW!

After more than a quarter century of production, the computing industry is moving into a new phase of development which promises to have a profound influence on both business and daily life around the world. This new phase is marked by dramatic changes in the design and functions of computing systems. In the past, for example, the size of a computer installation was directly proportional to its capabilities and use: the larger and more expensive a system was, the more it was able to do. Recent years have changed all this. The advent of solid-state electronics, miniaturization, and related technology has made it possible to reduce system size and cost to an extent undreamed of before.

For instance, in the early 1950's, an IBM computer with a one-million bit capacity occupied approximately 400 cu ft (12 cu m). By comparison, a portable data terminal recently introduced by Texas Instruments, features a "magnetic bubble memory" offering the same capacity in only 20 cu in (16.5 cu cm). And this is by no means the end of this line of development. At least one U.S. system manufacturer predicts that, by 1990, a fingernail-size computer will be available which will provide one million bits of memory and an equal logic capacity.

Cost has also been strikingly reduced over the years. In 1952, the cost of 100,000 multiplication operations was \$1.26; today these may be performed for only one cent. There has been a parallel decline in the cost of computer memory: one byte (or character) of storage has dropped from \$2.00 in 1964 to only 7¢ at present.

As these examples illustrate, computing products, services, and facilities are developing at an unprecedented rate. The new products announced in this issue of Commercial News USA display a shifting technological balance between the hardware, software, and personnel used to construct information systems. In fact, the established guidelines and boundaries in this area are becoming quickly obsolete in the wake of new technology. Already experts in the field are noting that the latest characteristics of terminals and minicomputers make the two hardly distinguishable.

### A New Focus: The User

To render computer technology more accessible to a variety of end-users, system manufacturers are concentrating on applications of distributed analytical capability, "user languages," and other techniques that reduce the need for a specially trained information-processing staff. As a result of trends such as these, computers are moving from the forbidding, laboratory-like setting of the computer center; more and more, they can be found in factories, oil refineries, sales offices, school rooms, even in private homes.

The expanding supply of basic software packages and the increased availability of customized software has also played an important part in making computing systems more flexible. Because of the extraordinary range of products, it is now possible to construct systems designed to meet even the most specific and unique requirements -- often without going beyond commercially available hardware and software.

### Technological Developments

During 1978, there was continued development and exploitation of several key solid-state memory technologies. "Bubble memories" (named from the microscopic shapes formed to represent binary data) were available in production quantities of 92,000 (92 K) bits per chip. In addition, several U.S. firms announced the first sample quantities of 256K bubble chips. In the 1980's, bubble memories, as well as charge-coupled devices (CCD's) -- another type of solid-state micro-circuit -- could evolve into solid-state alternatives to electromechanical disk and drum memories which are widely used for large, on-line storage requirements. The advantages of these newer technologies would be lower price, greater reliability and compactness, lower power requirements, and higher data acquisition and transfer speeds.

The rapid spread of the use of denser integrated circuits (ICs) for computer main memory also continued last year. Several large central processors (CPUs) were announced which incorporated random access memory ICs (RAMs) with 16K bits of data per read-write memory chip; one firm introduced small processors incorporating 64K chips. The results were more compact computers, usually offering several times as much total memory capacity as previous models.

The first production quantities of 32K and 64K read-only memory chips (ROMs) began to reach computer makers, as several component firms announced the fabrication of prototype 128K ROMs.

These higher capacity ROMs began to provide new applications possibilities in computers, including the storage of software programs on a single chip rather than on larger, more expensive magnetic disk memories. For example, one IC might contain the necessary program to convert instructions written in a high level, quasi-human language such as BASIC into the binary code used by computers. These trends have obvious future implications not only for more compact, but also easier-to-use computers.

Historically the density of individual memory ICs has tended to quadruple every 2 years. If this trend continues in the future, sample quantities of one million bit RAMs could appear as early as 1982 or 1983. But the same production technologies could be used in creating other types of ICs such as microcomputers. Today the equivalent of a minicomputer is available on a single chip. By 1983 the equivalent of a 1978 large scale processor is expected to be available on a chip.

Teleprocessing (based on computer links via telecommunications lines) and distributed data processing techniques are also becoming increasingly important. Although the relationship of computer equipment/operations to the communications industry is not yet clearly defined (especially in cases where utilities are government regulated), there is little doubt that these two areas will continue to grow together. Computer equipment is already available which can perform communications switching functions. Conversely, there are communications "central office" systems able to perform substantial computing activities.

### Personal Computers

The development of microprocessors, so called "computers on a chip," has revolutionized the computing industry, making possible many important applications including personal computers. Demand for personal computers grew steadily through 1978, with increased activity in the school, home, and small-business market. The average price for a complete small business system (including software) was \$15,000, while computer hobby kits and fully assembled models for home use tended to sell for about \$1,000.

To develop this promising market, system manufacturers will probably combine the computing/processing functions of their products with complimentary functions for entertainment, communications, and control (e.g. smoke detection, alarm systems, etc.) Simplified systems with broader applications will take personal computers beyond the "hobby" stage they currently occupy.

Growth in the communications function would be aided by future declines in communications costs and the creation of appropriate external data sources --electronically-stored newspapers, books, store catalogs, or stock information. Placed in this broader context, the home computer would become a critical element in a larger system, increasing the list of applications and the magnitude of its potential impact on the general economy.

### Computer Literacy?

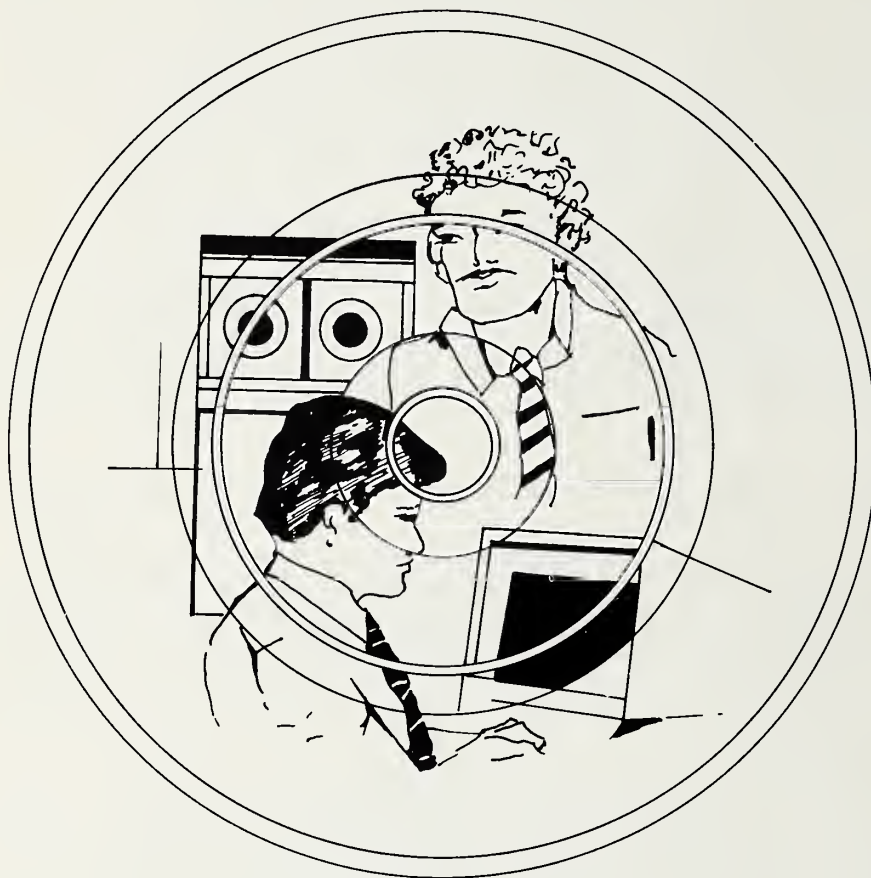
As the availability of computer technology expands, one of the most exciting possibilities for the future lies in the social climate which greets this powerful new tool. Because of the growing popularity of personal computers and, increasingly, the appearance of computers in school systems, it is possible to foresee the day when students will be "computer literate" by the time of their graduation from secondary school. The use of computers might then be as common and widespread as the use of the automobile or telephone is today.

At present, acceptance of automated information systems--even in developed countries -- is far less than is generally supposed. However, this situation is likely to change. When it does, the

full integration of computer technology into a society capable of exploiting it will have an impact which today is difficult to imagine. Almost certainly, though, this technology will provide both society and individuals with tools to enrich lives and to achieve social goals with unparalleled efficiency.

Staffwriter: John Autin

Sources: U.S. Industrial Outlook 1979, "Computing and Calculating Equipment": Computer and Business Equipment Manufacturers Association (CBEMA)



*We are happy to announce that our next issue of Commercial News USA will exclusively feature U.S. consumer goods.*

# COMPUTERS AND BUSINESS EQUIPMENT

## *New Products*

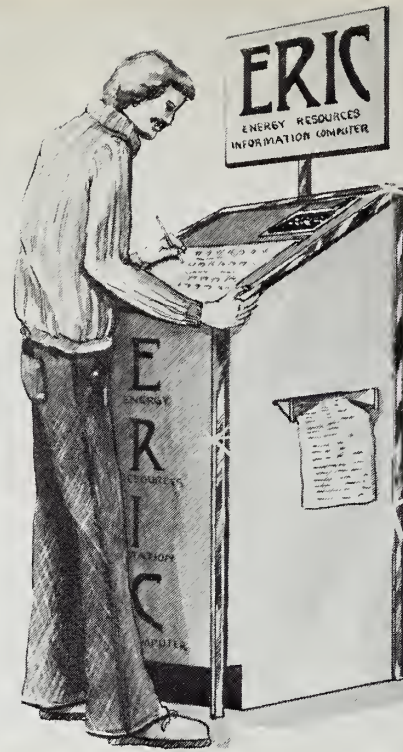
### CENTRAL PROCESSING UNITS (INCLUDING MINICOMPUTERS AND MICROCOMPUTERS/MICROPROCESSORS)



EXPANDABLE CENTRAL PROCESSING SYSTEM -- The "Magnuson M80" series is a family of IBM-compatible central processors which operate at up to twice the throughput speed of IBM processors. Based on a modular design, they provide open-ended system expansion and upgrading. The firm notes that models in the series can be expanded to 16 data channels and main storage of 16 megabytes. The performance of each central processor can be raised to the next level by simply exchanging printed circuit boards. Current price is \$200,000-\$1,000,000. WRITE: J.L. Hitt, President, Magnuson Systems Corporation, Dept. CN, 2500 Augustine Drive, Santa Clara, California 95051 U.S.A.

NEW COMPUTER HELPS CUSTOMERS  
WITH ENERGY QUESTIONS --

"ERIC" (the "Energy Resource Information Computer") provides an unusual customer service in hardware shops and other stores selling insulation, weather stripping, and similar energy-saving materials. Using information supplied by an eight-page Home Survey Form completed by the customer, "ERIC" automatically evaluates a home's energy-saving characteristics, and offers suggestions for useful purchases (insulation, storm windows, etc.) Savings in fuel costs are also supplied. Price is \$7,600. Agents sought. WRITE: Maxine Kolis, President, Technology's Edge Corporation, Dept. CN, P.O. Box 1228, Buffalo, New York 14240 U.S.A.



SMALL BUSINESS COMPUTER WITH  
LARGE MEMORY -- The two-disk drive "SDS-100" system offers a total on-line storage capacity of more than one megabyte (expandable to two megabytes) and a random access memory of 32K capacity (expandable to 64K). Ideal for small businesses (accounting, general ledgers, inventory, etc.), it consists of a single desk-top cabinet with 12-in (30 cm) video screen, alphanumeric (full upper and lower case)



keyboard, numeric key pad and cursor controls, etc. Priced from \$5,800. Agent inquiries invited. WRITE: Bob Arata, Vice President/Sales, SD Systems, Dept. CN, 3401 West Kingsley, Garland, Texas 75041 U.S.A.

DISTRIBUTED DATA PROCESSING SYSTEM -- This firm offers an "intelligent" distributed processing system with reportedly twice the processing speed, main memory capacity, and disk storage capacity (20 megabytes) of the firm's earlier models. Relatively easy to use, this "System 21/50" handles three concurrent programs (including one background task such as media conversion or "batch" communication with a host computer) and also executes programs written for the firm's "21/20" and

"21/40" systems, thus simplifying "upgrade" procedures. Priced from \$14,950. WRITE: William R. Kennedy, Manager/Competitive Analysis, Mohawk Data Science Corporation, Dept. CN, 1599 Littleton Road, Parsippany, New Jersey 07054 U.S.A. (Photo)

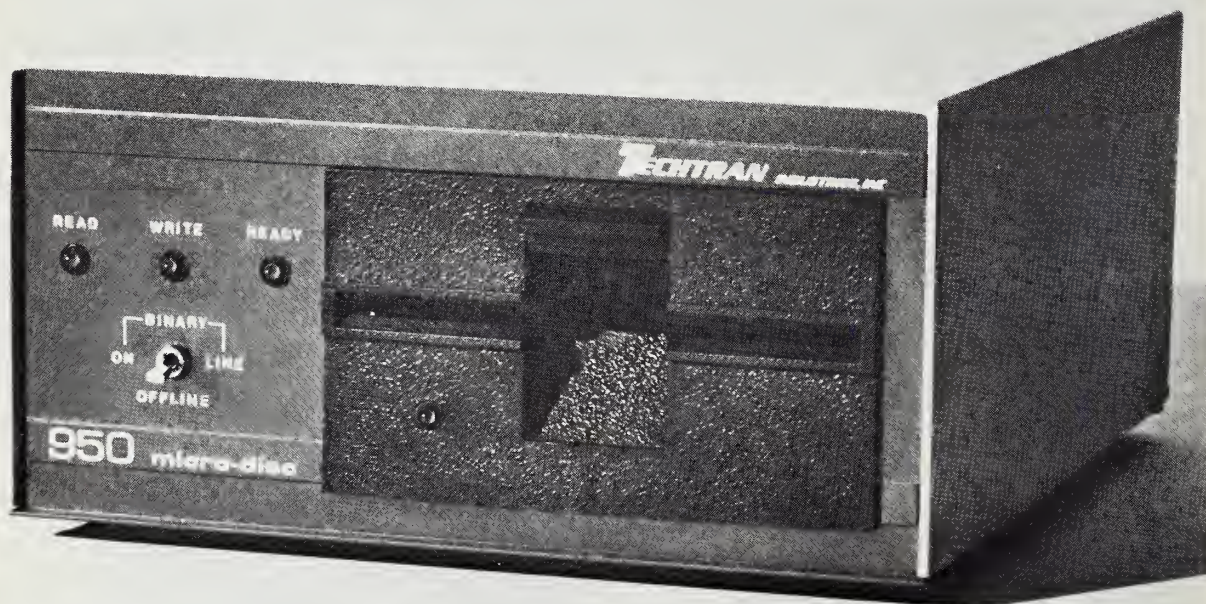


HIGH-QUALITY MICROCOMPUTER -- Retail outlets and/or distributors are sought for the "System 8813" microcomputer, a new product engineered especially for business executives, doctors, lawyers, and other professionals. Using commands in ordinary English or in the simple computer language "BASIC," the user can quickly and simply process cost estimates, accounts, inventories, patient or client records, and much more. The computer's keyboard and video display make it easy to write, revise, correct, and print reports, proposals, etc. Price is \$1,000-\$7,000. WRITE:



Katy Crawford, Director of Exporting, PolyMorphic Systems, Dept. CN, 460 Ward Drive, Santa Barbara, California 93111 U.S.A.

LABORATORY DATA SYSTEM FOR STUDY OF POLYMERS -- The "LDS" group of data systems is used by analytical chemists and biochemists in the characterization of synthetic polymers and those formed by living organisms. They provide "real-time" processing of gel permeation chromatography data, molecular weight (MW), MW distribution, diffusion coefficients, and molecular size. "LDS" units offer automatic calculation, storage, printing, and plotting of on-line data. They also allow existing programs to be edited and updated for future needs. Priced from \$10,000 to \$16,000. Agents sought. WRITE: Dennis P. Sandoz, Vice President/Marketing, Chromatix, Dept. CN, 560 Oakmead Parkway, Sunnyvale, California 94086 U.S.A.



MINIDISKETTE SYSTEM -- "950 Micro-Discs" -- microprocessor, intelligent minidiskette systems that store over 200,000 usable characters, send, and receive -- have 4 operating modes: Fast Access, File Storage, Batch-Oriented Data Collection, and Code Transparent Binary. File names are placed in a directory on each diskette as data is recorded. An operator enters a file name to retrieve or delete a file, or a Start/Read command to retrieve

data collected in batch. Modes can be mixed on a diskette, and data can be entered in one mode, retrieved in another. Operating commands are time-sharing compatible for universal application. Price: \$1,395. Agents sought. WRITE: S.R. Kneppar, Vice President, Techtran Industries, Inc., Dept. CN, 200 Commerce Drive, Rochester, New York 14623 U.S.A.

NEW MICROPROGRAMMED COMPUTERS -- The "META 4" Series is described as a family of powerful computers applicable to such computer tasks as accounting, scientific research, and data base management. Based on an expandable modular design, the systems permit choice of storage size, processing speed, and input/output devices, plus attachment features for linkage to terminals, plotters, and other equipment already in use. The "META 4" is compatible with IBM 1130 software without modification. Priced from \$20,000 to \$250,000.



WRITE: Eugene G. Plantier, Product Marketing Manager, Digital Scientific Corporation, Dept. CN, 11425 Sorrento Valley Road, San Diego, California 92121 U.S.A.

MINICOMPUTER COMBINES BROAD CAPABILITIES, LOW PRICE -- This firm describes its "DUO 70" as a powerful, microprogrammed 32-bit word minicomputer capable of concurrently executing IBM and Interdata applications programs without reprogramming. It can reportedly be used as an inexpensive replacement for IBM's "360" and "370" products or else adapted for off-loading batch and program development work. Features include dynamic core allocation, spooling, transaction processing, etc. End-users are banks, manufacturing firms, hospitals, and others. Sells from \$80,000 to \$200,000. The company seeks agents. WRITE: John Cabouch, Vice President/Marketing, Kardios Systems Corporation, Dept. CN, 26 North Summit Street, Gaithersburg, Maryland 20760 U.S.A.

COMPUTER-AIDED DESIGN SYSTEM -- Intended for facility planners, architects, and designers, the "PEAC" design system utilizes a computer graphic display to show drawings, plans, and perspectives. The user easily creates and modifies drawings on the screen, then plots them out for blue printing. "PEAC" uses a terminal which can communicate with almost any "host" computer system. The \$60,000 price includes complete installation, training, and data bank. The firm is seeking agents for the "PEAC" which is appropriate for large operations (50 employees or more). WRITE: John B. Nilsson, President, Computer Graphics Inc., Dept. CN, 11 Main Street, Southboro, Massachusetts 01772 U.S.A.

DESKTOP COMPUTER FOR PROGRAMMERS, SMALL BUSINESSES, ETC. --  
Agents and distributors are wanted for the "NMS 85 Series Micro-computer" intended for serious applications programmers. It is said to support computer languages such as COBOL, FORTRAN, PASCAL, and several dialects of BASIC. The computer includes: an 8085 central processing unit (CPU); full-size, double-density disk drives (1.2 megabytes of on-line storage); 12-in (30.5 cm) CRT (cathode ray tube) screen; and other features. Software packages for business applications include word processing, accounts receivable, client information management, etc. Price: \$7,495-\$20,000. WRITE: Raymond Preiss, Sales Manager, Northwest Microcomputer Systems, Dept. CN, 121 East Eleventh Avenue, Eugene, Oregon 97401 U.S.A. (Photo)



NEW COMPUTER SYSTEM FOR MULTIPLE APPLICATIONS -- The "Attached Resource Computer" allows many kinds of applications (data entry, batch or transaction processing, communications, etc.) to be performed concurrently without disturbing other system users engaged in different activities. The manufacturer explains that the system is composed of any number of small, functionally dispersed computers linked together by a high-speed electronic "pathway." Though operating independently, each user has access to all system resources. Its modular structure permits the unit to expand with the business it serves. WRITE: Hal Morrow, Marketing Support Specialist, Datapoint Corporation, Dept. CN, 9725 Datapoint Drive, San Antonio, Texas 78284 U.S.A.

COMPUTER SYSTEM FOR SMALL BUSINESSES -- Relatively small businesses (up to \$25 million annual sales) are the main end-users of the "System 410," a program-mable, multi-terminal business computer. Designed for companies making the transition from manual accounting methods to computers, the system's basic configuration consists of a system memory with 40K bytes capacity, a high-speed 14-megabyte disk storage system, a video display terminal, and a bi-directional printer. "Off-line" storage features are also included. Priced from \$39,000 to \$48,000. WRITE: Steve Egol, Product Manager, MAI International Corporation, Dept. CN, 17822 East 17th Street, Centre Building, Suite 312, Tustin, California 92680 U.S.A.



COMPUTER OFFERS "FAST SEARCH" FOR SMALL BUSINESSES -- "System 055" is a new computer which uses inexpensive "floppy disk" storage and is designed for use by small businesses. A pharmacy, for instance, might use it to recall and update prescriptions, and to print a bottle label, insurance report, and tax report -- all in less than one minute. An important feature is the unit's "fast search" capacity: each disk can be searched for specific information in as little as 20 seconds. Multiple-key searches are just as quick. Sale price is \$9,950. WRITE: LeRoy Towell, President, Corporation 1171, Dept. CN, 7309 Tangleglen Drive, Dallas, Texas 75248 U.S.A.

OFFICE COMPUTER FOR SMALL BUSINESSES -- The "PCC 2000" is an economical office computer designed to meet the needs of many kinds of small businesses. It is a complete system contained in a single compact unit with typewriter-style keyboard, video display screen, as well as a considerable degree of processing capacity and memory. Versatile though easy to use, the system is intended for business personnel, not for hobbyists. An optional printer is also available.

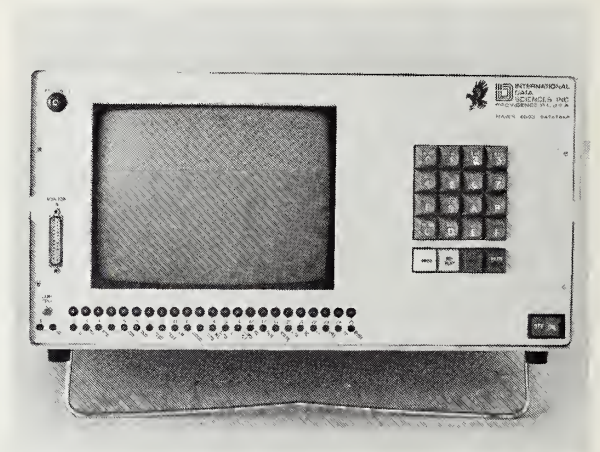


Priced from under \$10,000 to \$13,000. Distributors are sought abroad. WRITE: Nancy Alvarado, Manager/Marketing Publications, Pertec Computer Corporation, Dept. CN, 17112 Armstrong Avenue, Irvine, California 92714 U.S.A.

## DATA COMMUNICATIONS EQUIPMENT

TEST SET FOR DATA NETWORKS -- The "Hawk 4000 Datatrap" is a flexible, easily operated test set which monitors, transmits, and receives data between a modem and terminal. Data is displayed on a 512-character screen and up to 4,096 characters can be trapped and stored for later study. All commands are issued through a simple keyboard. Nine codes (Octal, EBCD, etc.) and five protocols (BISYNC, SDLC, etc.) are standard. The system displays instrument configuration status to guide the user through all fault analysis procedures. Sold for

\$9,975. WRITE: Raymond B. Sepe, Executive Vice President/Marketing, International Data Sciences, Inc., Dept. CN, 100 Nashua Street, Providence, Rhode Island 02904 U.S.A.



NEW CONCEPT IN MODEM DESIGN -- Combining modem and multiplexer functions in one product, the "Model 440/48 High-Speed Modem" typically operates at a speed of 4800-baud channel into two channels of 2400 baud each or four channels of 1200 baud. Both synchronous and asynchronous operations are possible. Standard features: "Loopback testing" (line, data, and remote); a two-digit line quality indication; automatic adaptive equalization; and LED indicators. Special MOS/LSI circuitry enhances reliability, compactness, and versatility. Price: \$1,995-\$2,495. Agents desired.

WRITE: Harry Neil, National Sales Manager, Livermore Data Systems, Inc., Dept. CN, 2050 Research Drive, Livermore, California 94550 U.S.A.



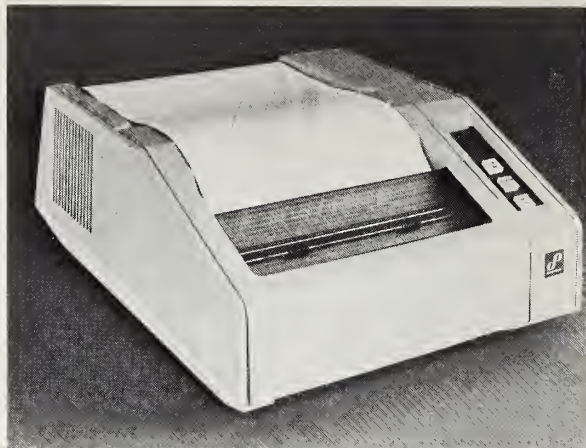
TELEX MULTIPLEXER UNIT -- The "TDM 1223" is designed to provide Telex and leased channel service both efficiently and economically. It is fully compliant with CCITT Recommendation R.101 with both the Alternative A and Alternative B framing/synchronization capability. A fully implemented system features an internal synchronous modem (2,400 bps), redundant common logic and power supplies, loop current metering, and system maintenance/test facilities. Using the "alternative B" technique, telegraph and data services can also be handled. Price: \$8,000-\$10,000. Agents desired. WRITE: D.R. Lehrman, Vice President, General Datacomm Industries, Inc., Dept. CN, One Kennedy Avenue, Danbury, Connecticut 06810 U.S.A.

## PRINTERS/PLOTTERS



INTERACTIVE THERMAL PRINTER -- The "PS-48C" is an advanced thermal printer which is designed to be used with most of the currently popular microcomputer systems. An interactive unit, the "PS-48C" prints one character at a time (as it is received) at a rate of 24 characters per second. Its single-chip microprocessor makes possible a versatile interface/controller which operates in any of four modes: TTL Parallel, TTL Serial, RS232C Serial, and 20 mil Loop Serial. Quiet, reliable, and clean, the printer sells for \$666. Keyboard (\$222) optional. Agent inquiries welcome. WRITE: Mr. R.J. Hanschen, President, Telpar, Inc., Dept. CN, P.O. Box 796, Addison, Texas 75001 U.S.A.

THERMAL PRINTER SYSTEM -- The "T-80" is a general-purpose thermal printer intended for use in preparing "hard copy" output for minicomputers, intelligent CRT terminals, and similar devices. It prints 80 characters (or one print line) per second. There are 10 characters per inch horizontally and six lines per inch vertically. The printer's speed, print quality, and quiet operation are especially noted by the manufacturer. End-users include small business operations, hospitals, researchers, etc. Sells from \$840 to \$1,240. WRITE: Gerald Coulter, Supervisor/Marketing and Communications, Dataproducts Corporation, Dept. CN, 6219 DeSota Avenue, Woodland Hills, California 91365 U.S.A.



MICROPROCESSOR-CONTROLLED LINE PRINTER -- This firm offers quality line printers suggested for banks, universities, government agencies, and others involved in data processing. Standard features: 132 columns, accommodating forms (one to six parts) of 3 1/2 to 19 1/2 in (89-495 mm) width; motorized tractors for control of horizontal positioning and tension; a detector which indicates paper jamming or breaks; microprocessor control; and many other factors. Agents are sought for these units which sell from \$9,000 to \$15,000. WRITE: Joseph M. Dube, Marketing Support, Data Printer Corporation, Dept. CN, 99 Middlesex Street, Malden, Massachusetts 02148 U.S.A.

LINE PRINTERS WITH HIGH QUALITY "PRINT BANDS" -- This firm introduces a new line printer which uses a horizontally moving "state-of-the-art" print band to produce extremely high quality alphanumeric characters. Utilizing microprocessor electronics and an efficient modular design, the "6000 Series" offers, according to the firm, a broad range of print speeds, changeable print bands, printing of fully formed characters, and many other features. Price range is \$400-\$10,000. Agent inquiries are invited. WRITE: Charles Clemente, Manager/Marketing Communications, Centronics Data Computer Corporation, Dept. CN, One Wall Street, Hudson, New Hampshire 03051 U.S.A.

PRINTER/PLOTTER UNIT DESIGNED FOR MILITARY USE -- This company's new "7000 Series" of printer/plotter units produces 132-column printouts, as well as maps, plots, and other types of graphic outputs. "Hard copy" printouts of CRT (Cathode Ray Tube) images can also be produced. High-speed, high-resolution devices, the computer-driven "7000 Series" are engineered to meet military specifications for shipboard, airborne, and ground-base mobile operations. Only electrostatic writing is used. Desktop models

(rack-mount optional) sell from \$18,000 to \$25,000. Agent inquiries welcome. WRITE: Harvey P. Sherman, Manager-Government Marketing, Versatec, Inc., Dept. CN, 2805 Bowers Avenue, Santa Clara, California 95051 U.S.A.



## PERIPHERAL EQUIPMENT

INFORMATION DISPLAY SYSTEM --  
The "CO:78" information display system is designed as a plug-compatible replacement for the "IBM 3270" display system. The basic system includes one or more display stations (maximum of 32 display stations and/or printers) and one supporting control unit. The 15-in (38 cm) display terminal generates characters on a 7 x 9 dot matrix and can display up to 1,920 characters. Standard features include erase operations, character addressing, character insertion and deletion, audible alarm, etc.



Both local and remote modes are possible. This microprocessor-driven unit is priced from \$2,250. Agents wanted. WRITE: Donald J. Kovacs, Manager/Marketing Services, Computer Optics, Inc., Dept. CN, Berkshire Industrial Park, Bethel, Connecticut 06801 U.S.A.

PORTABLE DATALOGGER OFFERS STORAGE CAPACITY OF LARGE SYSTEM --

Portable and inexpensive, according to the manufacturer, the "ML-10" datalogger can monitor both analog and digital data, recording the data on digital cassettes in a computer-compatible format. Its storage capacity is comparable to that of large systems. In addition to ten channels of analog inputs, there are inputs for 32 bits of digital data and an internal "real-time" digital clock. Possible users include manufacturers of electronic equipment; users of pollution test equipment, automatic test equipment, etc.; and others.

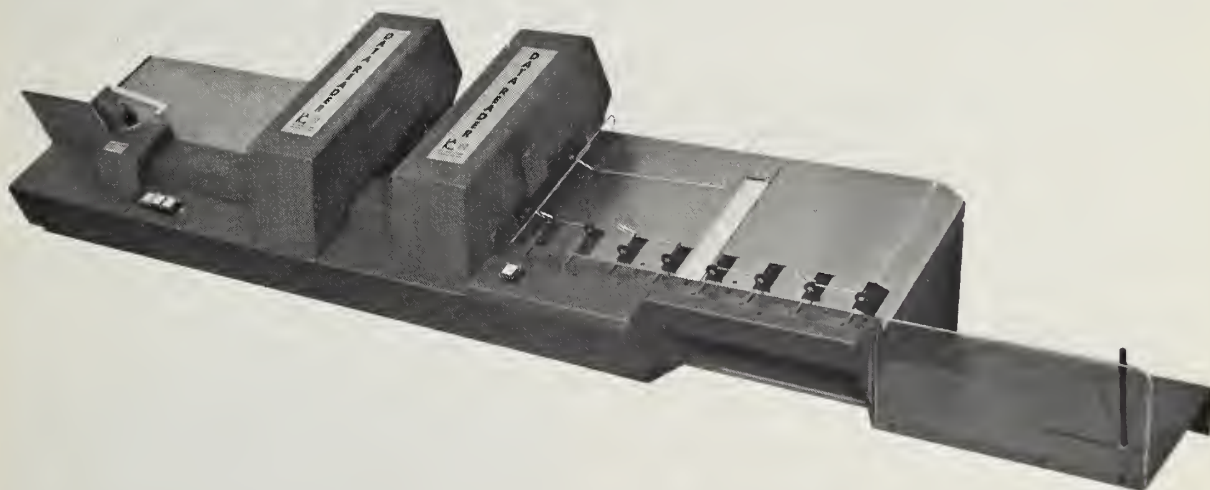


WRITE: Dennis E. Kelly, Sales Manager, A.D. Data Systems, Inc., Dept. CN, 200 Commerce Drive, Rochester, New York 14623 U.S.A.

HIGH-QUALITY COMPUTER TERMINALS -- "Micro Bee" terminals (Numbers 1 and 2) are, this firm says, microprocessor-controlled units with a communications interface (Serial RS232C) making possible transmission rates up to 9,600 baud. Advanced electronics provides such features as a special "status line" shown on the CRT display with a time-of-day clock; a memory function which allows the user to "lock in" a part of the screen without affecting the remaining portion's ability to enter or receive data; self-diagnostic ability; editing functions; etc. Priced from \$1,400 to \$1,700. WRITE: John Bodell, Director/International Sales, Beehive International, Dept. CN, P.O. Box 25668, Salt Lake City, Utah 84125 U.S.A.

MEMORY BOARD FOR MULTI-PROCESSOR SYSTEMS -- "Tribus-cache" is a multibus-compatible memory board (8K-32K bytes) used in multiple-processor data processing systems. Used for front-end buffer management, it reportedly decreases system contention during data transfers involving the host computer. For data base management, the host interface and a high-speed "Direct Memory Access" controller are attached to the board's lowest and highest-priority ports respectively. A third processor connects to the mid-level port to handle input/output functions and data base management computing. Agents sought. WRITE: J.C. Thomas Rogers Jr., President, Diversified Computer Services, Inc., Dept. CN, 1410 Brook Drive, Downers Grove, Illinois 60515 U.S.A.

NEW DEVICE ALLOWS COMPUTER TO "SEE" REAL WORLD -- The "Periphicon Type 511 Optical Image Digitizer" gives a computer the ability to perceive artifacts and events in the real world, according to this firm. An easily interfaced digital device completely controlled by the host computer, it offers a fast (f1.9/13 mm) lens which can focus from infinity to 0.2 m for extreme versatility. This ability to "see" (complete with gray scale tones) enables the computer to gather visual information for itself. Ideal for manufacturing, process control, security, research, etc. Price: \$200. Agent inquiries desired. WRITE: Charles S. Osborne, Jr., General Manager, Periphicon, Dept. CN, P.O. Box 324, Beaverton, Oregon 97005 U.S.A.



LOW-COST SYSTEM FOR OPTICAL CHARACTER RECOGNITION (OCR) -- The "Datareader" uses light-sensitive equipment to "read" printed characters such as numbers or letters. Able to scan documents at a rate of 200 characters per second, it accommodates a wide range of "font" styles (i.e. an assortment of characters of a specific size and style). Documents using readable fonts are automatically transported from a hopper, aligned, moved past the optical scanner, then stacked in a collecting tray or sorting device.

Various configurations and optional features are available. Sells for \$25,000. The firm seeks distributors. WRITE: Jon Flora, International Sales Coordinator, Key Tronic Corporation, Dept. CN, P.O. Box 14687, Spokane, Washington 99214 U.S.A.

NEW DESIGN IN PAPER TAPE PUNCHES -- The "Precision 75" paper tape punch represents, according to the manufacturer, a radical new design which simplifies operation while producing a dramatic increase in reliability and serviceability. Able to operate at 75 characters/second, the unit will punch some 200 million characters (estimated mean), or 2,000 rolls of paper tape, before failing. Its punch die and guide can be replaced within 5 minutes without adjustment. A cam mechanism assures positive punching and retraction of the punch pins. Price is \$590-\$2,395. Agents desired. WRITE: Thomas H. McGovern, International Sales Manager, Digitronics, Dept. CN, 53 John Street, Cumberland, Rhode Island 02864 U.S.A.



COMPUTER TERMINAL WITH MINICOMPUTER ABILITIES -- A sophisticated CRT (cathode ray tube) terminal with its own integral minicomputer, the "System 700" offers efficient, powerful hardware, as well as customized software, designed to meet the purchaser's specific requirements. According to the manufacturer, these systems are already successfully used in a great number of business and industrial applications: banking and monetary transfer; order processing and distribution control; inventory control; text editing; data input, verification, and updating; etc. Priced from \$3,500. Agent inquiries welcome. WRITE: Steven R. Sloan, International Marketing Manager, Megadata Corporation, Dept. CN, 35 Orville Drive, Bohemia, New York 11716 U.S.A.

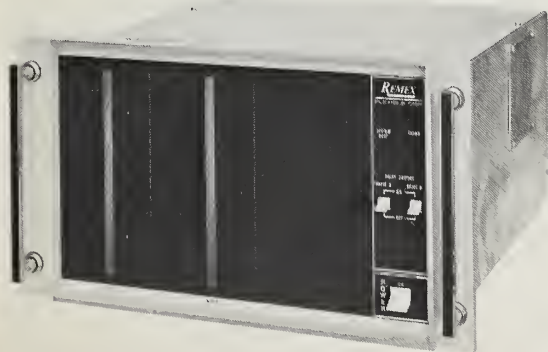
MICROPROCESSOR BOARD FEATURES EXPANDED MEMORY -- The "MIB-85," a new microprocessor board with greatly expanded memory capacity, is designed to support systems with complex interfaces. It is reportedly capable of supporting 16K or 32K of program-mable read only memory (PROM) and up to 4K of random access memory (RAM), thus eliminating the redundant input/output ports found on many other boards. This feature allows the "MIB-85" to function efficiently in control applications. Price is \$325. Overseas distributors sought. WRITE: Shelia Koenig, Product Marketing Administrator, DOSC Inc., Dept. CN, 500 Fifth Avenue, New York, New York 10036 U.S.A.

HIGH-SPEED VIDEO GRAPHICS BOARD -- The "SVB-80" is a video graphics board which is recommended by its manufacturer for high-speed applications involving high-resolution graphics and the generation of multi-language characters. It can generate any character set and is able to display mixed characters and graphics. The board offers a random access memory (32K capacity), video screen (266,144 dots), and a character display of 80 characters by 40 lines, or 72 characters by 44 lines. Sells for \$895. Distributors wanted. WRITE: Shelia Koenig, Product Marketing Administrator, DOSC Inc., Dept. CN, 500 5th Street, New York, New York 10036 U.S.A.



MICROPROCESSOR-CONTROLLED MAGNETIC TAPE SYSTEM -- Designed, the firm says, with a view to the best possible overall performance, the "Datum D450" uses microprocessor technology to reduce its mechanical complexity and to lower its electronic component count as well. The result is a significantly lower initial cost and reduced operational expenses. Though compact, the system permits easy access to all components and is said to be compatible with most controller units. Ideal for computer applications in business, science, etc., the "Datum D450" sells from \$3,900. WRITE: Ted E. Lorber, Director/Communications, Datum, Inc., Dept. CN, 1363 South State College Boulevard, Anaheim, California 92806 U.S.A.

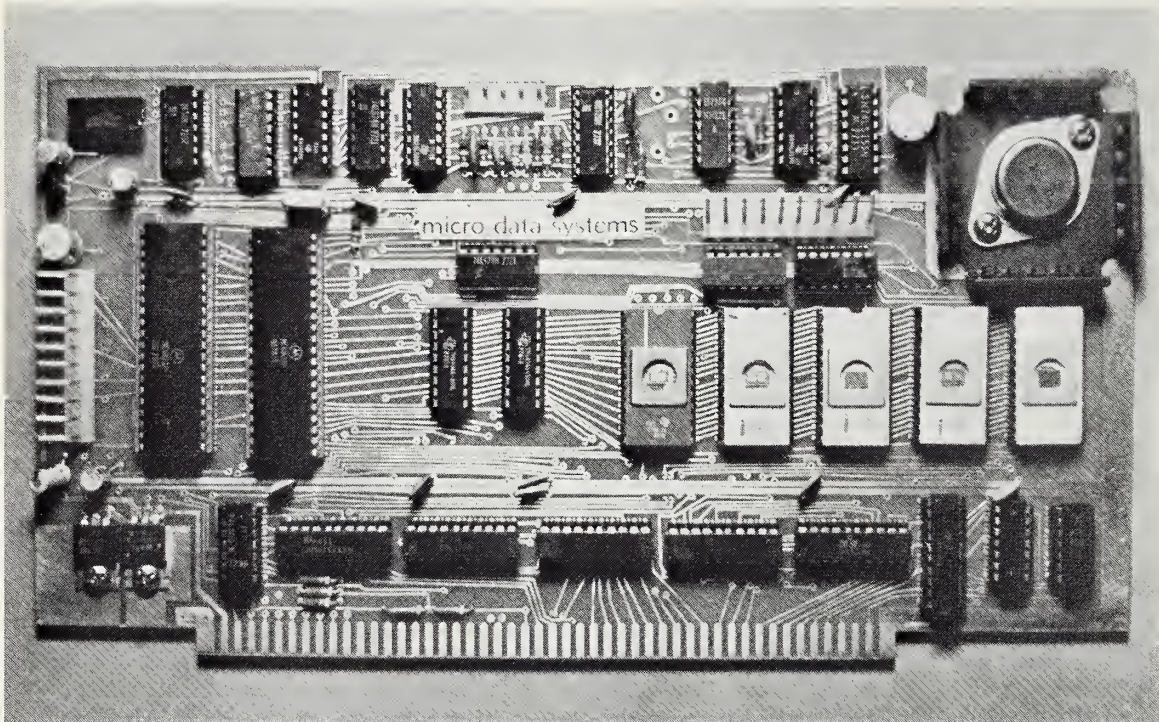
FLEXIBLE DISK SYSTEM FOR "DEC MINICOMPUTERS" -- The "Remex 11" is an improved flexible disk storage system designed to replace the "DEC RX11" system on DEC's "PDP-11" and "LSI-11" minicomputers.



"Plug-compatible" and "software-transparent" to the DEC units, it consists of a cabinet containing an intelligent formatter master drive, slave drive, power supply, and a status control panel cabled to an interface card for connection to the host computer. Major improvements: selectable register addresses, busy and error indicators, and write protect switches. Price starts at \$3,150. Agents sought.

WRITE: Gary Goodman, Product Marketing Manager, Ex-Cell-O Corporation, Dept. CN, P.O. Box C19533, Irvine, California 92713 U.S.A.

PROCESSOR CARD FOR SMALL COMPUTER APPLICATIONS -- According to its manufacturer, the "MD-690A CPU Board" combines power, speed, and low cost, making it one of the best central processing units available for small computer applications. It provides the computing ability and other strengths of the "MC6802 Processor" and is compatible with the "S-100 bus." Its features include: compatibility with the Motorola "MC6809" processor chip; a "PROM (Programmable Read Only Memory) with 10K capacity; and an "RS232" interface for teletypes and other peripherals. Sells for \$200. Agents sought abroad. WRITE: John Stuppy, President, Micro Data Systems, Dept. CN, P.O. Box 36051, Dept. E, Los Angeles, California 90036 U.S.A. (Photo)



HIGH-SPEED PAPER TAPE READER -- The "Model 9000" is a fast, economical paper tape reader for use with any "Computer Automation LSI Series" computer equipped with an IOD (input/output distributor). The reader is able to read eight-channel punched paper tape at speeds up to 300 characters per second, according to the manufacturer. Plug-compatible with the "Computer Automation" intelligent cable (picoprocessor), the "Model 9000" sells for approximately \$1,000. Agents desired. WRITE: William Frantz, President, Systems Data, Inc., Dept. CN, 3675 Copley Road, Akron, Ohio 44321 U.S.A.

## SOFTWARE PROGRAMS

NEW SOFTWARE SYSTEM REDUCES PROGRAMMING TIME -- Intended for data processing applications, "MARK IV" is a general-purpose software system which replaces "COBOL" or "PL/1." It is reportedly able to reduce development/maintenance time and costs by 60 to 90 percent,

often paying for itself in the first year of use. Its extensive use of automatic functions and complete data independence make it an ideal standard language for many uses. Six models are available with 25 special features: on-line program development, text handling and interfaces to data base management systems; etc. Price: \$13,000-\$130,000. WRITE: John A. Postley, Vice President, Informatics Inc., Dept. CN, 21031 Ventura Boulevard, Woodland Hills, California 91364 U.S.A.

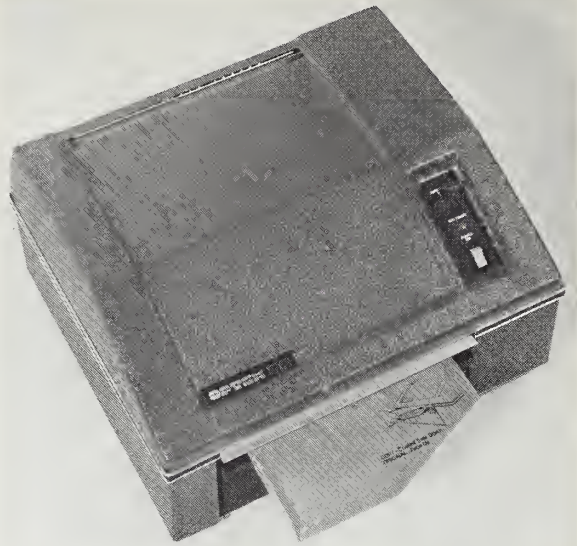
INTERACTIVE GRAPHICS FOR COMPUTER-AIDED DESIGN -- Engineers using computer techniques to design and analyze new products are the end-users of "Supertab," a time-sharing computer program for the interactive generation of "finite element models." The program, which uses recent advances in computer design/analysis methods and computer graphic display, can reduce time and labor costs by up to 50 percent in the preparation of finite element models, according to the firm. Sells for \$20,000. WRITE: Edward J. Carl, International Manager, Structural Dynamics Research Corporation, Dept. CN, 5729 Dragon Way, Cincinnati, Ohio 45227 U.S.A.

SOFTWARE PRODUCT FOR USERS OF IBM SYSTEM/360 AND SYSTEM/370 -- The "Virtual Storage Extended Disk Operating System" (EDOS/VS) is an exciting new concept which offers the latest software technology to users of IBM's "System/360." The firm notes that it also enhances performance of the "System/370." An improved version of the earlier "DOS/VS Release 34," it features twelve partitions, variable-size partitions, real storage system support, partitioned data sets, and an extended procedure library support. Price upon request. WRITE: Lenny Anderson, Vice President/Marketing, The Computer Software Company, Dept. CN, 6517 Everglades Drive, Richmond, Virginia 23225 U.S.A.

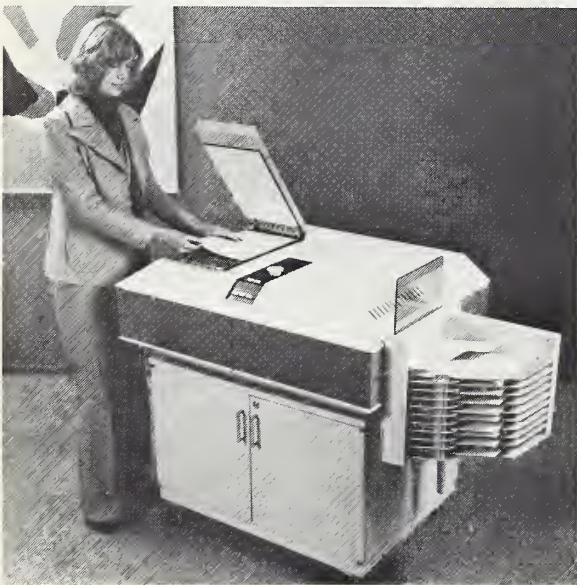
ENHANCED "APL" COMPUTER PRODUCT -- Financial planners, manufacturing managers, scientists, and engineers are a few of the end-users of the "APL-Plus" product, special software intended to meet the needs of rapidly growing computer operations which are turning to the "APL" computer language and technology. Operational on large, interactive computers and selected mini-systems, the product provides, according to the firm, a "state-of-the-art" APL file and formatting system, financial planning and modeling applications, etc. Priced from \$150,000. WRITE: Kevin Weaver, Vice President, Scientific Time Sharing Corporation, Dept. CN, 747 Third Avenue, New York, New York 10017 U.S.A.

## BUSINESS AND OFFICE SYSTEMS

COMPACT, LOW-COST ELECTROSTATIC COPIER MACHINE -- This firm seeks distributors and/or licensees for its "Model 100 Photo-copier," designed for small businesses, schools, offices, and other small operations. Its advanced engineering, according to the manufacturer, make this a true electrostatic copier which is both compact and inexpensive. No "warm-up" is needed; the unit is always instantly available. Clean, dry copies are produced in only 10 seconds. Size: 17 x 15 x 8 in (40 x 35.5 x 19 cm). Weight: 25 1/2 lbs (11.5 kgs). Copy size: 8 1/2 in (21.6 cm) by any length. Price range is \$209-\$265. WRITE: Anthony Mauro, President, MAS Systems, Dept. CN, 10 Sandpiper Lane, East Islip, New York 11730 U.S.A.



HIGH-QUALITY COPIER MACHINE WITH AUTOMATIC COLLATION -- High productivity with high quality is the aim of the "Secretary III," an office copier which produces first copies in only 4 seconds and can produce up to 25 copies per minute (40,000 per month). Its automatic collation capacity reportedly makes multiple copy sets in only half the time required for collation by hand. The firm notes that quality copies (one or two-sided) can be made (on plain bond or colored paper, including letterhead stationery) from single sheets, books, even solid objects of all sizes and colors. Price is \$9,000-\$12,000. WRITE: H.F. Borg, International Marketing Manager, 3M Company, Dept. CN, 3M Center, St. Paul, Minnesota 55101 U.S.A.

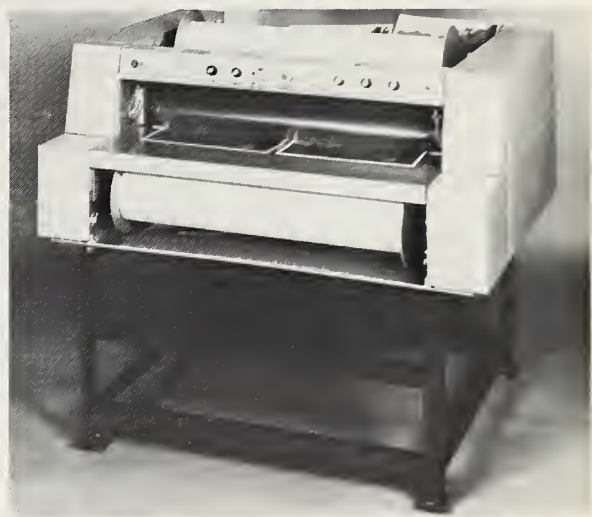


WORD PROCESSING SYSTEM FOR OFFICE PAPERWORK -- Called the "Paperwork Processor," this "System 3000" makes full use of microprocessor, video display, and flexible disk technology to give the user a powerful, yet simple solution to the problems

of text editing. Designed with the operator's comfort in mind, it features software flexibility, single and multi-station configurations, auxillary battery (to protect against data loss during power failures), and many unique document-creation/editing capabilities. Price range: \$15,000-\$25,000. The firm seeks exclusive distributors or an original equipment manufacturer (OEM) overseas. WRITE: William L. Taggart, Vice President, NBI, Inc., Dept. CN, 1695 38th Street, Boulder, Colorado 80301 U.S.A.

#### HIGH-SPEED LAMINATING EQUIPMENT -- Reportedly the first high-speed industrial laminator of

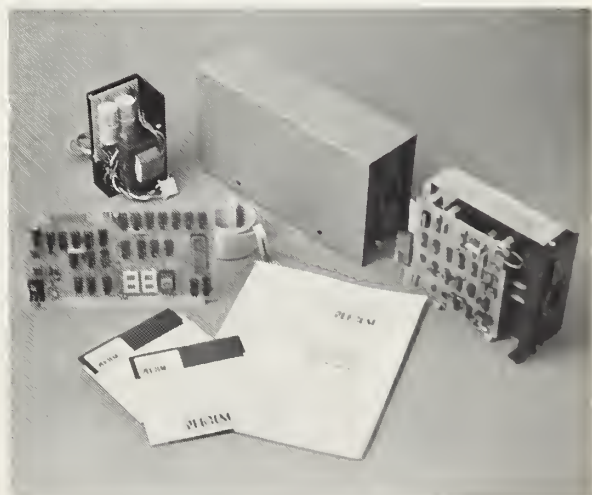
its kind, the "Vulcan 38" can laminate one item of 38 in (96.5 cm) width, or two 18-in (46 cm) items simultaneously, at a speed of 30 ft (9 m) per minute. The sides are trimmed automatically. The firm says the unit will produce as much as 4,000 ft (1,200 m) of lamination before film must be reloaded. Items to be laminated can be up to 1/2 in (1.27 cm) thick. Production rates (and profits) may increase by four times over conventional methods. Priced at \$25,000. WRITE: J.M. Kuhn, Vice President/Marketing, General Binding Corporation, Dept. CN, No. 1 GBC Plaza, Northbrook, Illinois 60062 U.S.A.



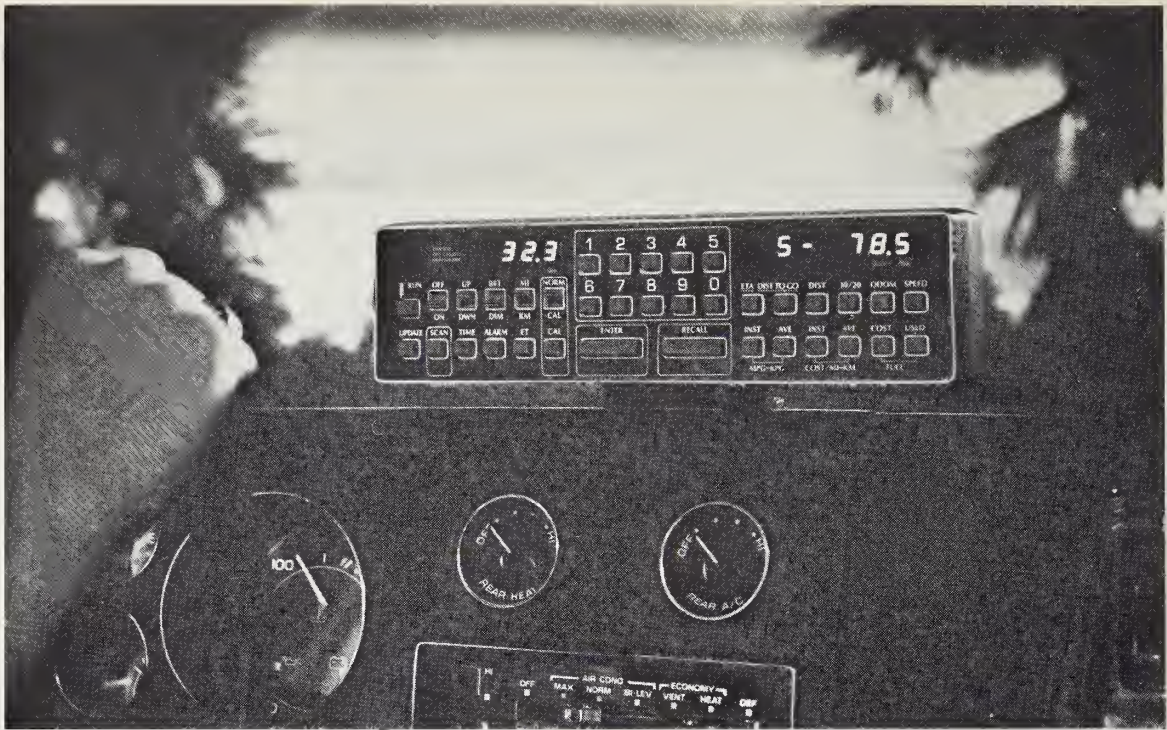
### PERSONAL AND HOBBY COMPUTERS

#### MINI-FLOPPY DISK SYSTEM FOR COMPUTER HOBBYISTS -- Computer

hobbyists and owners of small businesses are the end-users of the "LFD-400 Mini Floppy Disk System, designed for use with the "Southwest Technical Products Micro-Computer" and other computers utilizing an SS-50 bus. The firm says the "LFD-400" does not require additional "random access memory" (RAM) and will not tie up valuable disk storage space. Fully assembled and tested, the units sell from approximately \$600 to \$1,400 for a

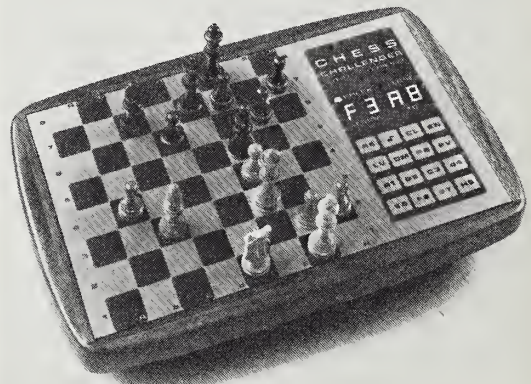


one, two, or three-drive system. WRITE: Lucy Mauch, Vice President, PerCom Data Company, Dept. CN, 318 Barnes, Garland, Texas 75042 U.S.A.

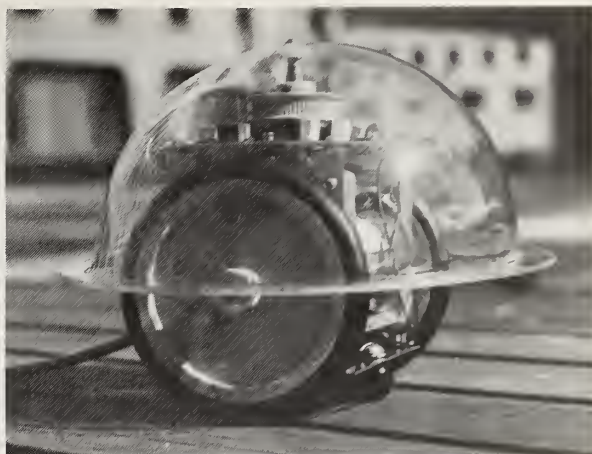


AUTOMOTIVE COMPUTER GIVES TRAVEL INFORMATION -- Reportedly the first self-contained, driver-operated computer for automobiles, trucks, and other vehicles, the "Prince On-Board Computer" provides 24 different functions at the touch of a button. Using two transducers to gather information on vehicle speed and fuel usage, the system provides such information as vehicle location, estimated time of arrival, miles per gallon, time of day, etc. Installable in virtually any road vehicle, the computer retails for \$400 to \$500. Distributors are sought. WRITE: Brian I. Skogler, Director of Marketing, Prince Corporation, Dept. CN, OBC Products Division, P.O. Box 6, Holland, Michigan 49423 U.S.A.

COMPUTERIZED CHESS -- This firm announces an exciting new chess computer, the "Chess Challenger 10," which provides ten levels of playing difficulty. A sophisticated system, it offers many important features: random responses for game variety, rejection of illegal moves, special modes for chess by mail and for problem solving (mate in two moves), magnetic chess pieces hand-carved from solid wood, and others. It includes a solid walnut case and playing board/keyboard made with simulated leather and gold foil. Wholesale and retail prices are \$190 and \$275. WRITE: Sidney Samole, President, Fidelity Electronics, Ltd., Dept. CN, 2545 West Diversey Avenue, Chicago, Illinois 60639 U.S.A.



MINIATURE ROBOT FOR COMPUTER OWNERS -- Computer hobbyists, educational institutions, and others will be interested in this turtle-like robot which can be controlled by any micro-processor system (not included). The intriguing "Terrapin Turtle" can "walk" (rolling on built-in wheels), "talk" (with a two-tone speaker), "feel" (using its hemispherical shell as a sensor), even draw with a solenoid-controlled pen. Only 5 in (12.7 cm) tall and 7 in (17.8 cm) in diameter, it will map rooms, solve mazes with its integral memory, dance, etc. Price: \$350 and \$550 for kits and assembled units. WRITE: David L. McClees, President, Terrapin, Inc., Dept. CN, 33 Edinborough Street, 6th Floor, Boston, Massachusetts 02111 U.S.A.



\*\*\*\* LATE ARRIVALS \*\*\*\*

NEW PRODUCT PROTECTS COMPUTERS FROM IRREGULAR VOLTAGE -- Manufacturers and users of computer systems and other sensitive electronic equipment will be interested in the "ISOREG" Computer Power Module, which reportedly regulates electrical voltage to within  $\frac{1}{2}$  percent of normal even when supplied power is fluctuating. The unit handles power surges as great as 15 percent of normal and power reductions of up to 25 percent. Distortion of computer data by voltage problems is practically eliminated. Agents are sought for this unit which sells from \$218 to \$14,157. WRITE: Emil B. Rechsteiner, President, Frequency Technology, Inc., TDC Division, Dept. CN, 410 Great Road, Littleton, Massachusetts 01460 U.S.A.

MULTIBUS INTELLIGENT TERMINAL -- The "MB-80" display computer is a reliable, flexible system designed for users of the "SBC 80" family of single-board computer products. It includes a processor, display unit, and keyboard, as well as the expansion capability needed to meet requirements for lowcost turnkey systems and systems used for data entry, distributed processing, data aquisition, data transmission, and process control. Features: 9-inch (23 cm) monitor with 64 X 16 (or 80 X 24) characters, 15 keys specified by the user, rack mounting, etc. Priced from \$2,000 to \$12,000. Agents, distributors sought. WRITE: Charles Breen, President, Computer Marketing, Inc., Dept. CN, 257 Crescent Street, Waltham, Massachusetts 02154 U.S.A.

# U.S. GOVERNMENT SPONSORED EVENTS OVERSEAS

*Further information on the events listed below may be obtained by contacting the nearest U.S. Commerce District Office or write Office of International Marketing, Room 4012, Bureau of Export Development, U.S. Department of Commerce, Washington, D.C. 20230. If overseas, contact the nearest U.S. Embassy. The listed events/dates are subject to change or cancellation without prior notice.*

## CALENDAR

| <u>DATE</u> | <u>LOCATION</u> | <u>EVENT</u>                                                |
|-------------|-----------------|-------------------------------------------------------------|
| 3/79        | TEHRAN          | Computers and Business Equipment                            |
| 4/79        | MELBOURNE       | Computer and Business Equipment                             |
| 6/79        | PARIS           | Business Equipment and Systems                              |
| 6/79        | MILAN           | EDP USA '79: Computers and Peripheral Equipment             |
| 7-8/79      | SINGAPORE       | Computers and Peripheral Equipment                          |
| 9/79        | MUNICH          | Systems '79: Computers and Peripheral Equipment             |
| 9/79        | STOCKHOLM       | Data Kontor: Computers and Peripheral Equipment             |
| 10/79       | BIRMINGHAM      | International Business Show: Business Equipment and Systems |
| 11/79       | MEXICO CITY     | Computers and Peripheral Equipment                          |
| 12/79       | LONDON          | COMPEC: Computers and Peripheral Equipment                  |
| 2-3/80      | SYDNEY          | Business Equipment and Systems                              |

## SEMINAR MISSIONS

|      |                  |                            |
|------|------------------|----------------------------|
| 1/80 | EGYPT/IRAQ/SYRIA | Electronic Data Processing |
| 2/80 | MOSCOW           | Minicomputer Applications  |

## CATALOG EXHIBITIONS

|       |                                         |                                                                                        |
|-------|-----------------------------------------|----------------------------------------------------------------------------------------|
| 10/79 | BASEL                                   | INELTEC: Computers, Electronic Production and Test Equipment and Electronic Components |
| 1/80  | NEW DELHI/BOMBAY/<br>CALCUTTA/HYDERABAD | Computers and Peripheral Equipment                                                     |
| 1/80  | BANGKOK/KUALA<br>LUMPUR/JAKARTA         | Business Equipment and Systems                                                         |

# MAJOR PRODUCT EXHIBITIONS IN THE U.S.

*Further information on the events listed below may be obtained by contacting the following organizations:*

- |                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                 |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>(1) <u>Clapp and Poliak, Inc.</u><br/>245 Park Avenue, New York<br/>New York 10017</p> <p>(2) <u>National Micrographics Association</u>, 8728 Colesville Road, Suite 1101, Silver Spring, Maryland 20910</p> | <p>(3) <u>American Federation of Information Processing Societies</u> (AFIPS), 210 Summit Avenue, Montvale, New Jersey 07654</p> <p>(4) <u>Data Processing Management Association</u> (DPMA), 505 Busse Highway, Park Ridge, Illinois 60068</p> |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

| <u>DATE</u> | <u>LOCATION</u>    | <u>EVENT/SPONSOR*</u>                                                                  |
|-------------|--------------------|----------------------------------------------------------------------------------------|
| 5/8-11/79   | Atlanta, Ga.       | National Micrographics Assn. Conference and Exposition(2)                              |
| 6/4-7/79    | New York, N.Y.     | National Computer Conference and Exposition(3)                                         |
| 10/12-15/79 | San Diego, Ca.     | Data Processing Management Assn.'s Int'l Data Processing Conference & Business Expo(4) |
| 10/15-18/79 | New York, N.Y.     | American Management Assns. Annual Exposition and Conference (INFO)(1)                  |
| 4/22-25/80  | New York, N.Y.     | National Micrographics Assn. Conference and Exposition(2)                              |
| 5/19-22/80  | Anaheim, Ca.       | National Computer Conference and Exposition(3)                                         |
| 10/26-29/80 | Philadelphia, Pa.  | Data Processing Management Assn.'s Int'l Data Processing Conference & Business Expo(4) |
| 4/28-5/1/81 | Los Angeles, Ca.   | National Micrographics Assn. Conference and Exposition(2)                              |
| 5/4-7/81    | Chicago, Il.       | National Computer Conference and Exposition(3)                                         |
| 11/1-4/81   | San Francisco, Ca. | Data Processing Management Assn.'s Int'l Data Processing Conference & Business Expo(4) |
| 5/4-7/82    | St. Louis, Mo.     | National Micrographics Assn. Conference and Exposition(2)                              |
| 10/17-20/82 | Chicago, Il.       | Data Processing Management Assn.'s Int'l Data Processing Conference & Business Expo(4) |

\* Sponsor indicated by number of organization above.



## NCC '79 The Complete Computing Experience

JUNE 4-7  
NEW YORK CITY

The largest and most influential business and financial community in the world is the site of the 1979 National Computer Conference (NCC), June 4-7. New York City is the place where the processing of information by corporations, industry, and service establishments is as dynamic as the pace of the city itself.

The NCC continues to grow with the computer industry, adding new dimension to the conference's distinguished reputation as the leading computer show.

The conference program of 100 sessions will be oriented toward commercial and industrial users of computers in conjunction with traditional emphasis on science and technology. At the forefront of the program will be discussion of issues facing the industry today. The exhibit program will provide a showcase for evaluation and comparison of the latest products, systems, and services. More than 350 organizations occupying over 1,500 booths will present a total view of the world of computing and data processing. A separate Personal Computing Festival also will feature exhibits and sessions.

NCC '79 has been selected by the U.S. Department of Commerce for inclusion in its Foreign Buyer Program. As a participant in this program, NCC '79 will establish direct communications with foreign businessmen through a multi-lingual brochure. The brochure will be available upon request to AFIPS. In addition to this pre-conference program, NCC '79 will provide an on-site International Business Center during the conference. The Center will provide a convenient facility to establish contacts with the American computing industry.

Advance full-conference registration is \$60. For additional information on the conference, or for a copy of the multi-lingual brochure, contact: NCC '79, AFIPS, 210 Summit Avenue, Montvale, New Jersey 07645 U.S.A.

*Sponsored by the American Federation of Information Processing Societies (AFIPS)*

# COMPUTERS AND BUSINESS EQUIPMENT

## U.S. TRADE ASSOCIATIONS, JOURNALS AND DIRECTORIES

### TRADE ASSOCIATIONS

#### ADMINISTRATIVE MANAGEMENT SOCIETY

Maryland Road  
Willow Grove, Pennsylvania 19090  
Robert C. Walter, Ex. Dir.

#### AMERICAN FEDERATION OF INFOR- MATION PROCESSING SOCIETIES

210 Summit Avenue  
Montvale, New Jersey 07645  
Robert W. Rector, Ex. Dir.

#### AMERICAN MANAGEMENT ASSOCIATION

135 West 50th Street  
New York, New York 10020  
James L. Hayes, President

#### ASSOCIATION FOR COMPUTING MACHINERY, INC.

1133 Avenue of the Americas  
New York, New York 10036  
Joseph H. Cunningham, Ex. Dir.

#### ASSOCIATION OF DATA PROCESSING SERVICE ORGANIZATIONS (ADAPSO)

210 Summit Avenue  
Montvale, New Jersey 07645  
Jerome L. Dreyer, Ex. V.P.

#### COMPUTER AND BUSINESS EQUIPMENT MANUFACTURERS ASSOCIATION

1828 L Street, N.W.  
Washington, D.C. 20036  
Lloyd Kaufman, Manager  
Foreign Trade Programs

#### COMPUTER AND COMMUNICATIONS INDUSTRY ASSOCIATION

1500 Wilson Boulevard, Suite 512  
Arlington, Virginia 22209  
A.G.W. Biddle, President

#### INFORMATION INDUSTRY ASSOCIA- TION (IIA)

4720 Montgomery Lane  
Suite 904  
Washington, D.C. 20014  
Paul Zurkowski, Ex. Dir.

#### INTERNATIONAL WORD PROCESSING ASSOCIATION

Maryland Road  
Willow Grove, Pennsylvania 19090  
Lorraine Lear, Ex. Dir.

#### NATIONAL ASSOCIATION OF PHOTO- GRAPHIC MANUFACTURERS, INC.

600 Mamaroneck Avenue  
Harrison, New York 10528  
Joseph T. Morris, Ex. V.P.

#### NATIONAL MICROGRAPHIC ASSOCIA- TION

8728 Colesville Road  
Suite 1101  
Silver Spring, Maryland 20910  
O. Gordon Banks, Ex. Dir.

#### NATIONAL OFFICE MACHINE DEALERS ASSOCIATION

1510 Jarvis Avenue  
Elk Grove, Illinois 60007  
Carol A. Bennett, Administrator

#### NATIONAL OFFICE PRODUCTS ASSO- CIATION

1500 Wilson Boulevard  
Suite 1200  
Arlington, Virginia 22209  
Donald P. Haspel, Ex. V.P.

\* \*

## TRADE JOURNALS\*

### ADMINISTRATIVE MANAGEMENT

Geyer - McAllister Publications  
51 Madison Avenue  
New York, New York 10010  
Walter A. Kleinschord, Editor

### AUTOTRANSACTION INDUSTRY

#### REPORT (biweekly)

#### DATACOM ADVISOR

#### EDP INDUSTRY REPORT

International Data Corporation  
1541 Westwood Boulevard  
Los Angeles, California 90024  
Roger Allen, Editorial Director

### BANK SYSTEMS & EQUIPMENT

#### Gralla Publications

1515 Broadway  
New York, New York 10036  
Alan Richman, Publisher & Editor

### COMPUTER

IEEE Computer Society of the  
Institute of Electrical and  
Electronic Engineers, Inc.  
5855 Naples Marine Plaza  
Suite 301  
Long Beach, California 90803  
True Seaborn, Editor/Publisher

### COMPUTER AGE (biweekly)

#### DATACOM INDUSTRY REPORT

#### EDP WEEKLY

#### MINI MICRO COMPUTER REPORT

#### PERIPHERALS WEEKLY

EDP News Services Inc.  
7620 Little River Turnpike  
Annandale, Virginia 22003  
Judith Kadow, Managing Editor

### COMPUTER DESIGN

Computer Design Publishing Corp.  
11 Goldsmith Street  
Littleton, Massachusetts 01460  
Sydney T. Shapiro, Managing  
Editor

### COMPUTERS AND PEOPLE

Berkeley Enterprises, Inc.  
815 Washington Street  
Newtonville, Massachusetts 01742  
Edmond C. Berkeley, Editor &  
Publisher

### COMPUTERWORLD (weekly)

#### Computerworld, Inc.

797 Washington  
Newton, Massachusetts 02160  
E. Drake Lundell, Jr., Editor

### DATA COMMUNICATIONS (bimonthly)

#### McGraw - Hill, Inc.

1221 Avenue of the Americas  
New York, New York 10020  
Harry R. Karp, Editor

### DATA MANAGEMENT

Data Processing Management  
Association  
505 Busse Highway  
Park Ridge, Illinois 60068  
Bill Zalud, Assistant Editor

### DATA PROCESSING DIGEST

Data Processing Digest, Inc.  
6820 La Tijera Boulevard  
Los Angeles, California 90025  
Margaret Milligan, Editor

### DATAMATION

Technical Publishing Company  
1801 South La Cienega Boulevard  
Los Angeles, California 90035  
John L. Kirkley, Editor

### ELECTRONIC NEWS (weekly)

Fairchild Publications, Inc.  
7 East 12th Street  
New York, New York 10003  
James J. Lydon, Editor-in-Chief

\*Frequency of Journals is monthly  
unless otherwise stated.

TRADE JOURNALS\*

INFORMATION & RECORDS MANAGEMENT

IMC JOURNAL

Information & Records Management, Inc.  
250 Fulton Avenue  
Hempstead, New York 11550  
Nancy Timmes, Associate Editor

INFOSYSTEMS

OFFICE PRODUCTS

Hitchcock Publishing Company  
Hitchcock Building  
Wheaton, Illinois 60187  
John Lusa, Ex. Dir.

JOURNAL OF MICROGRAPHICS

(bimonthly)

MICROGRAPHICS TODAY

The National Micrographics Association  
8728 Colesville Road, Suite 1101  
Silver Spring, Maryland 20910  
Ellen T. Meyer, Editor

JOURNAL OF SYSTEMS MANAGEMENT

Association for Systems Management  
24587 Bagley Road  
Cleveland, Ohio 44138  
John W. Haslett, Ex. Dir.

MINI-MICRO SYSTEMS

Modern Data Services, Inc.  
5 Kane Industrial Drive  
Hudson, Massachusetts 01749  
Stanley Klein, Editor-in-Chief

MINICOMPUTER NEWS (biweekly)

Benwill Publishing Corporation  
1050 Commonwealth Avenue  
Boston, Massachusetts 02215  
Dave Powell, Editor

MODERN OFFICE PROCEDURES

The Industrial Publishing Co.  
614 Superior Avenue, West  
Cleveland, Ohio 44113  
John Dykeman, Ex. Dir.

NOMDA SPOKESMAN

The National Office Machine Dealers Association  
1510 Jarvis Avenue  
Elk Grove Village, Illinois 60007  
Marilyn Helfers, Editor

OFFICE, THE

OFFICE EQUIPMENT EXPORTER

Office Publications, Inc.  
1200 Summer Street  
Stamford, Connecticut 06904  
William R. Schulhof, Editor

OFFICE PRODUCTS NEWS

(10 times a year)  
United Technical Publications, Inc.  
645 Steward Avenue  
Garden City, New York 11530  
Eileen Tunison, Editor

ON LINE

Computer & Communications Industry Association (CCIA)  
1500 Wilson Boulevard  
Suite 512  
Arlington, Virginia 22209  
A.G.W. Biddle, President

SPECIAL REPORT TO THE OFFICE PRODUCTS INDUSTRY

National Office Products Assn.  
301 N. Fairfax Street  
Alexandria, Virginia 22314  
Stephanie Smart, Asst. Editor

\*Frequency of Journals is monthly unless otherwise stated.

\* \*

## TRADE DIRECTORIES

### BUYER'S GUIDE TO MICROGRAPHICS EQUIPMENT, PRODUCTS AND SERVICES

National Micrographics Association  
8728 Colesville Road, Suite 1101  
Silver Spring, Maryland 20910  
Ellen T. Meyer, Editor

### COMPUTER DIRECTORY AND BUYER'S GUIDE

Berkeley Enterprises, Inc.  
815 Washington Street  
Newtonville, Massachusetts 02160  
Edmund C. Berkeley, Editor

### DIRECTORY & DEALER BUYING GUIDE OF OFFICE PRODUCTS

Hitchcock Publishing Company  
Hitchcock Building  
Wheaton, Illinois 50187  
A.E. Lehto, Associate Editor

### GEYER'S WHO MAKES IT DIRECTORY

Geyer - McAllister Publications  
51 Madison Avenue  
New York, New York 10010  
Neil Loynachan, Editor

### NOPA MEMBERSHIP DIRECTORY & BUYER'S GUIDE

National Office Products  
Association  
1500 Wilson Boulevard  
Suite 1200  
Arlington, Virginia 22209  
Bob Nueller, Director of  
Communications

### WORD PROCESSING WORLD

(bimonthly)

### WORD PROCESSING REPORT

(bimonthly)

Geyer - McAllister Publications  
51 Madison Avenue  
New York, New York 10010  
Walter A. Kleinschord, Editor

### DATAPRO DIRECTORY OF EDP PRODUCTS AND SERVICES

DATAPRO Research Corporation  
Delran, New Jersey 08075

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We would like to thank the Computer and Communications Industry Association (CCIA) for its cooperation in preparing this issue. The assistance of the Computer and Business Equipment Manufacturers Association (CBEMA) is also gratefully acknowledged.

## NEW PRODUCTS U.S.A.

*The following product information has been selected by the Department of Commerce for promotion through the New Product Information Service (NPIS). This information is also made available by Commerce on a selected basis to VOA for worldwide broadcasting. While the firms mentioned in Commercial News USA are believed to be reliable, no responsibility can be assumed by the U.S. Government or its representatives for the accuracy of the new product descriptions which are based on information supplied by the listed U.S. firms. Both technical and non-technical products are deliberately included to ensure worldwide market applicability. Please reprint as many new product descriptions as possible.*

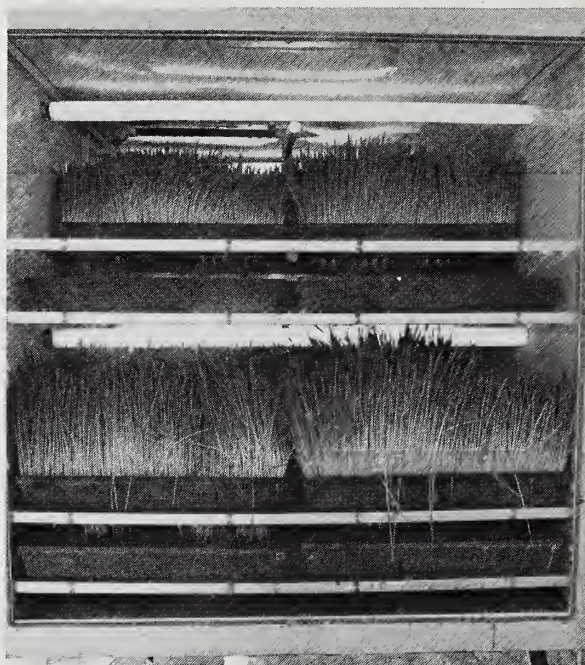
### **AGRICULTURAL MACHINERY AND EQUIPMENT (Including Animal Husbandry and Veterinary Sciences)**



AGRICULTURAL LOADING DEVICE FOR AIRCRAFT -- The "TaskMaster" offers a safe, economical way to load dry agricultural materials (fertilizer, etc.) aboard standard aircraft. Loading time is reportedly reduced to as little as one minute. Intended for use with trucks of 1 1/2 ton (1.35 t) or larger, the unit will lift and transport weights up to 1 1/2 tons. The loading bag provides positive "shut-off." Sells for \$5,300. Distributor inquiries are welcome. WRITE: Earnie Babcock, Manager/PlaneMate Division, Mid-Continent Aircraft Corporation, Dept. CN, Drawer L, Hayti, Missouri 63851 U.S.A.

BACKPACK SPRAYER APPLIES PESTICIDE CONCENTRATES -- Worn like an ordinary backpack, the "Porta-Pak Sprayer" applies pesticides in concentrate form (rather than water-diluted form) which reduces its overall weight, rendering it extremely easy to carry. The device uses a turbulent, high-speed air stream and micron-size droplets of concentrate to provide better penetration and more even distribution of the spray using even less pesticide than conventional sprayers. Agents sought. WRITE: J.D. Nolan, Sales Manager, H.D. Hudson Company, Dept. CN, 500 North Michigan Avenue, Chicago, Illinois 60611 U.S.A.

MACHINE PROVIDES YEAR-ROUND LIVESTOCK FEED -- Intended as a substitute or supplement for ordinary pasturage, these "Automated Pastures" yield nutritious livestock feed any time of the year. Controlling humidity, temperature, aeration, and a special "nutrition rain," the units grow from 45 to 450 kg (99-990 lb) of feed in as little as 7 days. Sale price is \$2,800-\$20,000. The firm seeks distributors who handle farm or greenhouse products. WRITE: Edmond Metzger, Vice President, Edge International Ltd., Dept. CN, 211 Sutter, Suite 302, San Francisco, California 94108 U.S.A.



PROTECTIVE KNOBS "BLUNT" HORNS ON LIVESTOCK -- Made from solid yellow brass, these "Livestock Horn Knobs" are a humane, painless alternative to removing horns from livestock. Adaptable to most horned livestock (cattle, goats, antelope, etc.), these items can prevent injury to people and other animals and, at the same time, will not mar the appearance of show animals, unlike de-horning. Price is \$3-\$6. Agent inquiries welcome. WRITE: Carl Braun, President, Peripheral Industries, Dept. CN, 439 Washington Road, Woodbury, Connecticut 06798 U.S.A.

CULTIVATOR MACHINE FOR ALL "ROW CROPS" -- The "DickeyVator" row crop cultivator uses "Danish" S-shaped tines which can be individually adjusted to any pitch and depth for use with all kinds of "row crops." It is completely adjustable, the firm states, to any spacing between rows and also features a unique hand crank which quickly sets the precise plowing depth required. Sells from \$1,000-\$4,000. Agents invited to inquire. WRITE: M.L. Jones II, Marketing Manager, Dickey Machine Works, Dept. CN, P.O. Box 5610, Highway 79 North, Pine Buff, Arkansas 71601 U.S.A.

LOW-COST CONVEYOR FOR FARM PRODUCE -- Designed to compete with manual labor and domestic animals in handling plantation crops (bananas, plantains, African palms, etc.), the "Agricon System" is a "funicular" conveyor from which produce is suspended (using free-rolling trolleys) and rolled along connected lengths of cable from harvest sites to storage sites. Produce is always kept off the ground and can be moved with very little effort. One worker can handle several trolleys. Agents desired. WRITE: Charles Agnoff, President, Interroll Corporation, Dept. CN, 60 Hoffman Avenue, Hauppauge, New York 11787 U.S.A.

MECHANICAL DEVICE PLANTS TREE SEEDLINGS -- The "Marden Spot Planter" is used by paper companies and others to plant tree seedlings. Mounted on a two-wheel carrier (included) and towed behind a tractor, it will consistently plant seedlings at a uniform depth, evenly packing soil around roots. The firm notes that the planter can sense obstacles and plant around them (reducing site preparation costs), and even plant hillsides or uneven ground. Price: \$8,500-\$10,000. Agents sought. WRITE: Robert Thomas, General Manager, Marden Manufacturing Company, Inc., Dept. CN, P.O. Box 1157, Auburndale, Florida 33823 U.S.A. (Photo)



## AIR AND WATER PURIFICATION & POLLUTION CONTROL

ECHO SOUNDING DEVICE MONITORS WEATHER -- The "Echosonde" is said to be the first method for accurately monitoring and recording the full spectrum of air temperature inversion (ground level to 2,000 m/6,500 ft) and complete wind profile (vertically and horizontally up to 500 m/1,600 ft). It uses echo-sounding to

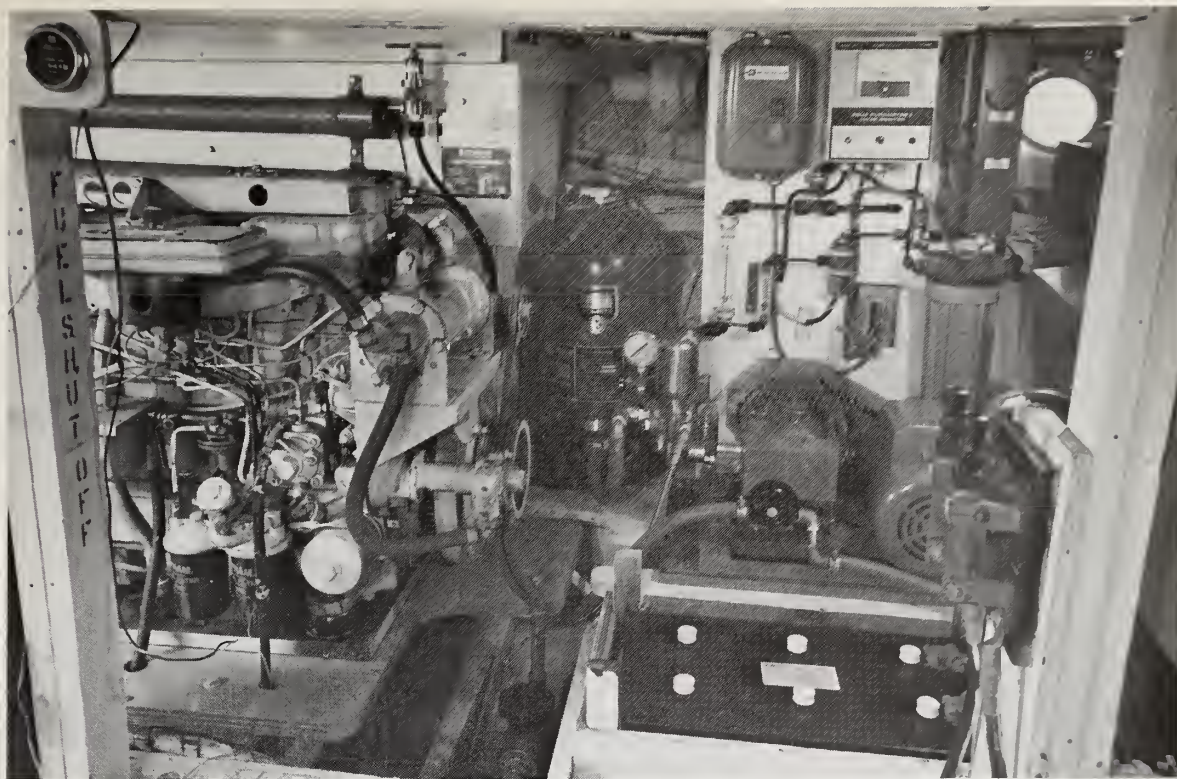
define wind shear, speed, and direction; fog and cloud formations; etc. End-users are: meteorologists, pollution-control agencies, airports, etc. Priced from \$10,000. Agents desired. WRITE: Robert Middleton, Export Representative, Scientific Engineering Systems, Dept. CN, P.O. Box 1171, Reno, Nevada 89504 U.S.A.

NEWLY DESIGNED VALVE FOR WATER PIPELINES -- Ideal for water distribution systems or sewage operations, the "Resilient Seat Gate Valve" combines the best features of a "butterfly valve" and a "gate valve." Like the first, it assures consistently tight, leak-proof closure and throttling capability even at pressures of 200 lbs/sq in (90 kgs/6.5 sq cm). Like the second, it offers a completely round flow way to minimize the pumping power needed. Sells from \$285 to \$700. WRITE: K.H. Miersemann, Regional Director, Mueller Company, Dept. CN, 500 West Eldorado Street, Decatur, Illinois 62525 U.S.A.

NEW STANDARD FOR MEASURING WATER TURBIDITY -- This firm claims to offer the first stable, immediately usable standard for measuring turbidity in water (i.e. "cloudiness" caused by suspended clay, mud, algae, etc.) The "Amco AEPA-1 Analytical Turbidity Standard" can be used in water treatment, sewage control, electronics, food processing, and many other industries. Sells from \$7 to \$30/liter (2.1 pt). The firm seeks well-established agents. WRITE: William Seethaler, Managing Director, Seethaler International, Dept. CN, 701 Welch Road, Suite 1119, Palo Alto, California 94304 U.S.A.

PORTABLE OPACITY PROBE FOR SMOKESTACKS, DUCTS -- Used in the smokestacks of chemical plants, power plants, oil refineries, or any similar site, the "Model 80 Opacity Probe" measures smoke and particle emissions by determining the extent to which they obstruct light. Extremely lightweight and accurate, the probe contains its own light source and receiver, and is unaffected by sunlight. Priced at \$6,000. Agent inquiries welcome. WRITE: Lee Cotler, Vice President/Marketing, Datatest, Inc., Dept. CN, 1117 Cedar Avenue, Croydon, Pennsylvania 19020 U.S.A.

COMPACT WATER-PURIFICATION SYSTEM -- The "Horizon HRO" system uses a reverse osmosis process and ultraviolet sterilization to produce up to 300 gal (1,140 l) of pure, fresh water every 24 hours. The machine weighs less than 300 lbs (135 kg) and operates on a 110 volt or 220 volt 50/60 cycle. It is said to install easily, adapts to small spaces, and offers easy maintenance. Recommended for homes, restaurants, marine vessels, and medical facilities. Price is \$5,000 to \$7,500. Agents and/or distributors are desired. WRITE: A.L. Cruver, President, The C's Marine Supplies, Dept. CN, P.O. Box 45646, Dallas, Texas 75245 U.S.A.



LOW-ENERGY WATER PURIFICATION -- This "Reverse Osmosis Water Purification System" provides, according to the firm, more than 300 gal (1,140 l) of fresh, clear water each day. It uses a semi-permeable membrane which filters out impurities. An (optional) ultra-violet sterilizer, this firm states, can destroy up to 99.8 percent of all bacteria and other microorganisms. Suggested for boats, homes, and small plants. Price is \$4,800-\$7,000. Dealer, distributor inquiries sought. WRITE: John Lueddecke, Vice President, Commar Inc., Dept. CN, 70 West Main Street, North Bord, Massachusetts 01532 U.S.A.

LOW-COST PROCESS FOR SEPARATING METALS -- The "Stafford Separator" is described as the least expensive method available for separating non-ferrous metals from organic materials, or for sorting mixtures of metals. Reportedly 98 percent efficient, it is a non-polluting, gravity-powered system based on the different degrees of sliding friction possessed by various materials. Sells for \$100,000. Agents and capital participation sought by the firm. WRITE: Richard Stafford, Proprietor, Stafford, Dept. CN, 1818 Wildwood Avenue, Nashville, Tennessee 37212 U.S.A.

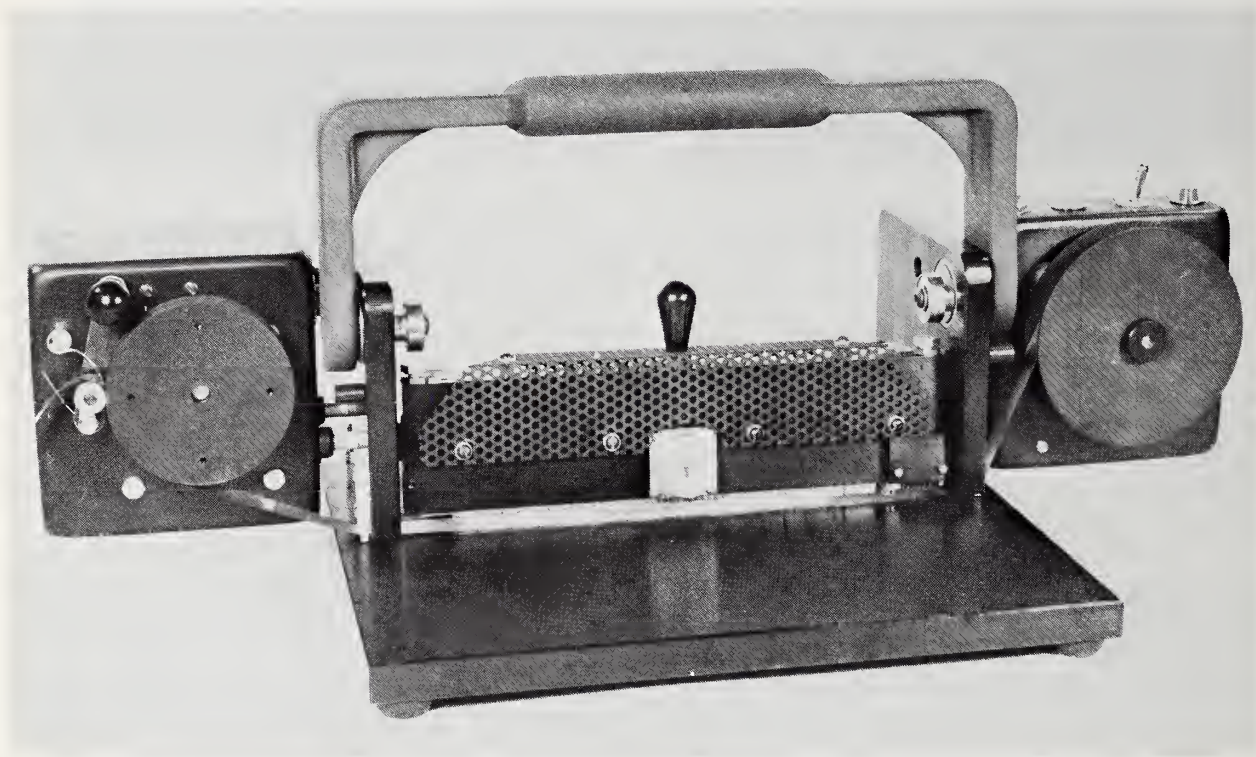
## **AUDIO — VISUAL**

**(Including Educational/Training Aids)**

AUDIO-VISUAL PRODUCTION/PRESENTATION SYSTEM -- The "Impact System," this firm states, can produce high-quality audio-visual aids (slides, filmstrips, and movie titles), as well as automate and project them. It provides: 1) a complete audio-visual "workshop" with camera mount (camera not included), base and

electronic strobe lights (producing better results than photo-flood systems); 2) a single-channel synchronizer; and 3) a portable rear-projection screen. Distributors sought. WRITE: Vincent Heinz, President, Tradex International, Dept. CN, P.O. Box 668, Rockwall, Texas 75087 U.S.A.

HIGH FREQUENCY HORNS FOR SOUND SYSTEMS -- Anyone using public address systems or similar sound equipment will be interested in these high frequency horns made from fiber glass. The chief advantages, according to the firm, are the horns' conveniently light weight (less expensive to ship) and their freedom from the surface defects and warpage common to metal and glass horns. They offer extremely fine acoustical qualities. Price range: \$25-\$200. Agents, manufacturer's representatives desired. WRITE: Larry Martin, Vice President/Sales, SFW Audio, Dept. CN, 25032 Pacific Highway, South, Kent, Washington 98031 U.S.A.



FILM TITLING MACHINE -- The "682GE" is a manually operated titling device used to apply information to the reverse side of photographic film. It applies one or two lines of information in gold leaf (other colors available) within 1 second across the width or along the edge of roll film. The gold leaf is more permanent than any ink and easier to read in a darkroom. Price: \$1,200. Agents sought. WRITE: Don Sahlein, Vice President, Alan Gordon Enterprises, Inc., Dept. CN, 5362 Cahuenga Boulevard, North Hollywood, California 91601 U.S.A. (Photo)

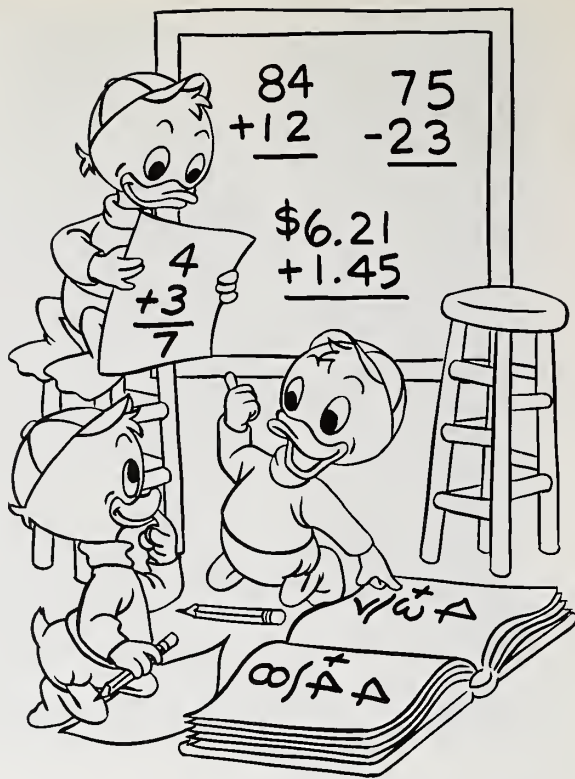


PORTABLE LIGHTING SYSTEM/VIDEO EQUIPMENT MOUNT -- This "Dolly-Lite" system can quickly and easily transform any room into a television studio, according to this company. Designed to roll through standard 32 in (81 cm) doors, it expands into a complete, portable lighting system powered by a single cable. It also provides a convenient mount for cameras, video tape recorders, etc. "Set up" and "take down" takes only minutes. End-users: TV studios, educational groups, churches, art studios. Price is \$3,000 c.i.f. Agents sought. WRITE: Peter Mack, President, World Marketing Associates, Dept. CN, 1333 Gough, #2M, San Francisco, California 94109 U.S.A.

TRAINING AID FOR ELECTRONICS STUDENTS -- The "Broder Logic Trainer" is a portable device used to prepare inexperienced students for tasks in digital electronics. The manufacturer states that the device quickly teaches combinational and sequential truth tables for digital electronics, as well as the basic circuitry used in computers, communications, etc. It eliminates the problems involved in using actual wires and integrated circuits. Sells for \$40-\$70. Agents, distributors, and licensees wanted. WRITE: Audrey Broder, Sales Manager, L.J. Broder Enterprises, Inc., Dept. CN, 3192 Darvany Drive, Dallas, Texas 75220 U.S.A.

EDUCATIONAL AIDS USING  
"DISNEY" CARTOON CHARACTERS --

Distributors and dealers are sought for a collection of inexpensive teaching aids which use the cartoon characters invented by Walt Disney to win the attention of students and reinforce classroom lessons. This group includes bulletin board kits, adhesive "stick-on" cartoon figures, and other items ideal for teaching mathematics, reading, health and safety, etc. Retails for under \$10/set. WRITE: June Walsh, Supervisor/International Sales, Walt Disney Educational Media Company, Dept. CN, 500 South Buena Vista Street, Burbank, California 91521 U.S.A.



**AUTOMOTIVE**

**(Including Diagnostic Servicing and Safety Equipment)**

MULTI-SPEED WINCH FOR LIGHTWEIGHT TRUCKS -- According to the manufacturer, this is the only electric (direct current), multi-speed winch on the market which can be used with lightweight trucks, jeeps, and light-duty vehicles. It has two pulling speeds (both in forward and reverse): 6,000 lbs (2,700 kgs) capacity at 124 ft (37.5 m) per minute, and 12,000 lbs (5,400 kgs) at 14 ft (4.24 m) per minute. Applications: moderate-weight towing. Dealers/distributors sought. WRITE: Stephen Hall, Export Sales, Beaver Industries of Oregon, Inc., Dept. CN, 8545 Southeast McLoughlin Boulevard, Portland, Oregon 97202 U.S.A.

MEDIUM-DUTY TRUCK-MOUNTED CRANE -- The "Econo-Ton Crane" can be mounted directly on the frame of an ordinary truck and is powered by the vehicle's battery. Inexpensive to purchase and operate, according to the firm, it offers a maximum load capacity of 2,000 lbs (900 kgs) and either a fixed or telescoping boom. End-users include: service truck drivers, contractors, oil field personnel, etc. Retails from \$750 to \$850. Overseas distributorships are available. WRITE: Steve Oden, Export Manager, Auto Crane Company, Dept. CN, P.O. Box 45548, Tulsa, Oklahoma 74145 U.S.A.

WATER-PUMPS FOR DIESEL-POWERED TRUCKS -- This firm manufactures new and rebuilt water pumps (and associated assemblies and repair kits) for diesel engines used in most large trucks. The pumps include only iron impellers and carry a 100,000 mi (160,000 km)/6-month warranty. Available for immediate export, they sell from \$100 to \$300 each. Agent/distributor inquiries are invited. WRITE: Jeff Moore, President, Hydro-Flo Corporation, Dept. CN, 2617 Aviation Parkway, Grand Prairie, Texas 75051 U.S.A.

LOW-COST TOWING DEVICE FOR CARS, SMALL TRUCKS -- Engineered to fit almost any flat truck bed, the "Model EL-425" is a redesigned towing device, or "wrecker," which can handle cars and small trucks even on rough terrain. Powered by the truck's battery, the product includes mounting and wiring, electric winch (4 t/3,600 kg capacity), power winch cable (73 ft/22 m length, 9.5 mm diameter), and hook. Price ranges from \$1,000 to \$1,500. Agents and stocking distributors sought. WRITE: Raymond Chatham, Jr., Sherlock Wreckers, Dept. CN, 2403 Johnson Ferry Road, Chamblee, Georgia 30341 U.S.A.

ELECTRIC AUTOMOBILE POLISHER --

This is a hand-held, electrical device which, this firm states, can polish an automobile (using a circular polishing action) in only 1/2 hour without leaving streaks or swirl marks and without harming the car's finish. It operates on 115v, 2.8 amp power, and it includes terry cloth applicators. The "Gem Orbital Car Polisher" is recommended for car dealers, car washes, service stations, etc. Price is \$120. Seeking agents, distributors. WRITE:

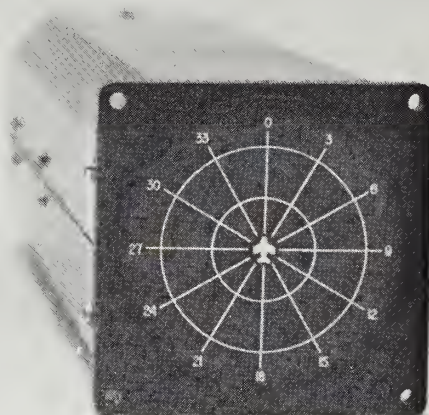


Irv Biederman, President, Gem Industries, Inc., Dept. CN, 175 Northeast 166th Street, North Miami Beach, Florida 33162 U.S.A.

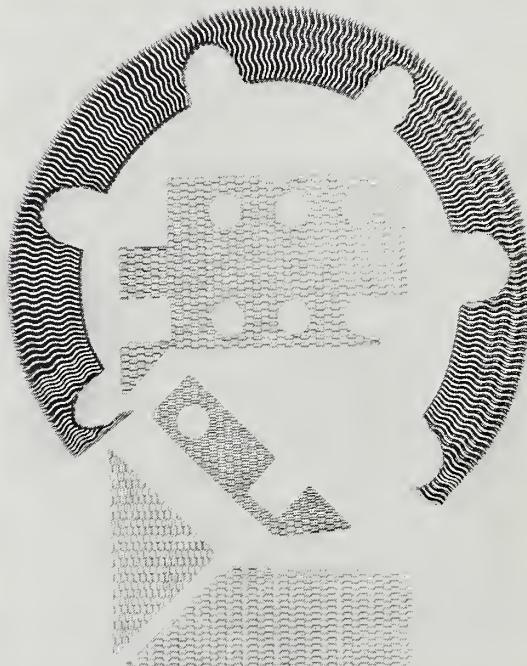
## AVIATION

AIRCRAFT INSTRUMENT DETECTS LIGHTNING -- The "Ryan Stormscope" is designed to detect thunderstorms that pose serious hazards to aircraft. Mounted on the craft, the unit detects and displays actual lightning strikes (rather than cloud formations) to guide the pilot in avoiding dangerous areas. It has an "ADF Antenna" with 360 degree "field of view," as well as a computer/processor

for pinpointing and remembering the location of lightning strikes. Cost is \$5,000-\$6,000. Agent inquiries welcome. WRITE: R.W. Risley, Sales Manager, REA International Ltd., Dept. CN, 937 East Hazelwood Avenue, Rahway, New Jersey 07065 U.S.A. (Photo)



CUSTOMIZED "FIN STOCK" FOR HEAT TRANSFER USES -- This firm offers customized "fin stock" for use in heat exchangers, cold plates, heat sinks, filters, etc. Basic patterns (plain, ruffled, and lanced) are manufactured in a number of variations and metals. If required, special stock can be formed, shaped, sheared, and otherwise produced to the user's specifications. Price varies. Agents are sought. WRITE: Donald Baker, Sub-Contracts Manager, United Aircraft Products, Dept. CN, P.O. Box 37, Forest, Ohio 45843 U.S.A.



## BUILDING, CONSTRUCTION AND MATERIALS HANDLING

PORTABLE HOIST RAISES LOADS TO ROOFTOPS -- Intended for light construction use, the "Handy Hoist" allows one operator to use his or her own weight to counter-balance loads up to 135 kg (300

lbs) while raising the load with a manually cranked brake winch. The unit's legs adjust to the slant of any building roof, the manufacturer states, and the entire product is light (22 kg/50 lb) and easy to transport. Sells for \$350. Agent inquiries welcome. WRITE: Hadi Morshed, President, Sun and Roof Engineering, Dept. CN, 11622 North Exposition Boulevard, Apartment 2, West Los Angeles, California 90064 U.S.A.

CONSTRUCTION PRODUCT STABILIZES SOIL -- This firm has developed a new system which uses fly ash (a waste product produced by coal-fired generators) to stabilize certain kinds of soil for construction purposes. Possible applications include stabilizing: expansive clay soils; weak silty soils or other granular materials; soil supporting railroads, streets, airport runways, etc. The company is seeking sales and licensees. WRITE: Paul Wright, Vice President, Woodbine Corporation, Dept. CN, 2510 Decatur Avenue, Fort Worth, Texas 76106 U.S.A.

SNAP JOINT COUPLING FOR HOSES AND TUBING -- This adjustable, steel snap-joint coupling is used to join grooved fittings on hoses, tubing, and pipes. It can reportedly withstand pressures as high as 600 lb/sq in (270 kg/6.5 sq cm) and very severe field conditions. End-users are construction firms and groups using concrete pumps, gas lines, water discharge lines, or bulk transport lines (grain, bulk cement, irrigation, etc.). Price: \$8-\$26. Agents desired. WRITE: Jack D. Ableman, President, A & E Concrete Systems, Inc., Dept. CN, 936 Industry Drive, Seattle, Washington 98188 U.S.A.

WASHROOM VANITY FOR HANDICAPPED -- The "1060 Series Laminated Plastic Vanity Centers" are designed to accommodate both the physically handicapped and those without handicaps. The center's front clearance offers an easy approach to people in wheelchairs. The stainless steel dispenser for paper towels and the waste receptacle are also conveniently located in the countertop. Lavatory, plumbing trim, and soap dispenser are optional. The firm seeks agents. WRITE: George Piness, Jr., Vice President, Bobrick International, Dept. CN, 11611 Hart Street, North Hollywood, California 91605 U.S.A.





CONSTRUCTION CEMENT STRONGER THAN MORTAR -- "Q-Bond" is an innovative fiber glass-reinforced bonding cement which is reportedly stronger than mortar. Durable, waterproof, and economical, it can be applied to dry-stacked concrete block walls by hand trowel or spray pump. "Q-Bond's" exterior finish resembles stucco, its interior finish, plaster. Designed to speed construction and reduce building costs, it is available in various colors for \$6-\$23. Agents, distributors wanted. WRITE: Howard Snyder, President, Howard Sales Company, Dept. CN, 12345 East Rush Street, South El Monte, California 91733 U.S.A.

HEAT EXCHANGER OFFERS INCREASED EFFICIENCY -- The "CTG Heat Exchanger" is a modular device used to heat water, steam, or glycol. Its entirely non-ferrous construction (using quality brass tubing) is engineered to increase heat transfer rates and thus reduce the size, weight, and overall cost of the product. It is also easy to maintain since all heat transfer surfaces are accessible. Priced from \$500. For commercial building and industrial use. Seeking agents



or licensees. WRITE: H.E. Ward, Vice President, PVI International, Inc., Dept. CN, P.O. Box 7124, Fort Worth, Texas 76111 U.S.A.

BUILDING PRODUCT FOR REINFORCING PLASTER CORNERS -- The "Bull Nose CornerAid" is described by its manufacturer as a wire mesh form used to produce round plaster corners in building. Its many advantages include its ability to save time and money for the worker, to reinforce plaster corners against cracks, gouges, etc., and to produce corners with uniformly round and thick plaster. Agents desired. Priced at 11.2 cents/ft (.3 m). WRITE: Henrietta Holsman, Manager, Stockton Wire Products, Dept. CN, 1106 West Isabel Street, Burbank, California 91506 U.S.A.

TRUCK-MOUNTED CRANE FOR HEAVY-DUTY TASKS -- The "BH 4000" is a fully retractable crane which can be bolted to standard or medium-sized truck beds in minutes, according to the manufacturer, and which is suited to medium and heavy-duty lifting applications. Its full height is 27 ft (833 cm) or 33 ft (1,006 cm) with extension. On a medium-size pick-up truck, its lift capacity is 4,000 lbs (1,814 kg). Drum winch capacity is 8,000 lbs (3,629 kg). Costs \$3,000. Firm is seeking agents. WRITE: Kim Smith, Vice President, H & S Sales International, Dept. CN, P.O. Box 4261, Tyler, Texas 75712 U.S.A.

## CHEMICAL AND PETROCHEMICAL INDUSTRIES

HIGH-CLARITY THERMO-ACRYLIC PLASTIC -- "Metal Plate" is a new thermo-acrylic plastic that is very clear and requires no catalyst to dry and harden to a fine, glossy finish. It reportedly bonds to any clean surface and is not affected by air pollution, salty air, ultraviolet rays, or extreme changes in climate, etc. Ideal for waterproofing and electrical insulation in electronics, jewelry work, auto repairs, etc. Distributors and importers sought. WRITE: Bruce B. Stwertnik, President, World Protective Coatings Corporation, Dept. CN, 1275 North Grove Street, Anaheim, California 92806 U.S.A.

## COMMUNICATION SYSTEMS AND EQUIPMENT

AUTOMATION SYSTEM FOR RADIO BROADCASTS -- The "PCM II" is a computerized broadcast-automation system for both large and small radio stations and for similar end-users. By using the "Motorola 6800 Microprocessor," the manufacturer says it has been able to produce a unit which is a quarter of the size and one-half the price of competitive products. The "PCM II" costs \$5,000. Agents and distributors are invited to inquire. WRITE: Steve Moe, Owner, Stephen Moe Company, Dept. CN, P.O. Box 595, Springfield, Oregon 97477 U.S.A.

TELEPHONE DISPATCHING SYSTEM  
FOR MULTI-PARTY LINES -- The

"Voice Dispatching System" provides voice communication on multi-party telephone lines, including single wires, radio links, and other channels. It can accommodate up to 105 individual stations, as well as five conference groups, through the use of selective "in-band" tone signalling. System configurations are priced from \$10,000. End-users include railroads, utility firms, etc. Agents sought. WRITE: Don Mahoney, Vice President/Sales, Aydin Monitor Systems, Dept. CN, 401 Commerce Drive, Fort Washington, Pennsylvania 19034 U.S.A.



COMPACT FM TRANSMITTER -- Its unusually compact size is the major selling point of the "CCA FM2500R Broadcast Transmitter." Though engineered to produce a signal comparable to that of popular transmitters, the unit is only 22 in wide, 67 in high, and 22 in deep (56 x 170 x 56 cm). It uses an entirely solid-state modular "Exciter" with an output power rating of 40 watts and is reportedly able to produce up to 3,000 watts of power. Sells from \$7,000 to \$10,000. Agents desired. WRITE: Ron Briggs, Sales Director, CCA Electronics Corporation, Dept. CN, Broadcast Plaza, P.O. Box 5500, Cherry Hill, New Jersey 08034 U.S.A.

DATA LINK SIMULATOR -- Manufacturers and users of digital communications equipment are referred to the "DLS106 Data Link Simulator," a new means of determining data link errors. Compared to current error testing methods, it is said to be much more accurate, inexpensive, and simple. The system provides statistically random errors at rates up to 0.5, or as many as 999 errors in a single "burst." Sells from \$1,725 to \$2,250. The firm seeks agents abroad. WRITE: A. Deutermann, President, General Data Products, Dept. CN, P.O. Box 159, Willow Grove, Pennsylvania 19090 U.S.A.

TELESCOPING ANTENNA MAST -- These mobile antenna masts are telescoping aluminum towers which, the manufacturer notes, can be set up for operation or retracted in just one minute. Made from high-strength "aircraft" aluminum, each mast features a powerful air compressor for elevating the unit as high as 28 ft (8.5 m). Also featured: self-contained lubricators, safety valves, and a durable "Teflon" coating. End-users: radio/television stations, military groups. Price range is \$1,400-\$3,600. Agents desired. WRITE: Wayne Comstock, President, High-Lite Corporation, Dept. CN, 23 Selwyn Drive, Greenville, South Carolina 29615 U.S.A.

## **ENERGY: Electric and Other (Machinery & Equipment for Production and Distribution)**

ELECTRIC GOVERNOR UNITS FOR ENGINES, TURBINES -- "Dyna Governors," which are used with medium-speed diesel and gasoline engines and with gas, steam, and water turbines, are entirely electric devices that need no mechanical drive or oil supply. Simple to install, these precision governors also feature "plug-in" optional control functions for smoke limiting, torque limiting, and load control. Price range is \$100-\$1,000. WRITE: James Pampe, Administrative Supervisor/Sales, Barber-Colman Company, Dept. CN, 1300 Rock Street, Rockford, Illinois 61101 U.S.A.

CONTROL UNIT LIMITS USE OF ELECTRICAL POWER -- Designed to reduce the electrical energy used in stores or other complexes, the "Demand Load Control" automatically turns off electrical equipment (air conditioners, lights, etc.) whenever the total kilowatt load exceeds a preset maximum. Up to 16 loads can be switched off in turn according to their relative importance to the user. This lowers energy usage (and costs) by up to 20 percent. Priced at \$12,000. WRITE: G.R. Crolick, Manager/International Marketing, Honeywell Inc., Dept. CN, Honeywell Plaza, Minneapolis, Minnesota 55408 U.S.A.

## **ELECTRONIC COMPONENTS**

FINISHING EQUIPMENT FOR METAL, PLASTIC PARTS -- Used to remove "flash" from electronic and plastic components and to prepare surfaces on small metal parts, "APM Blasting Equipment" uses direct pressure (rather than suction) to draw the blasting media from the hopper. This is said to reduce air consumption, to lower energy use by up to 50 percent, and to give greater blasting impact with better operator control. Price: \$2,500-\$16,000. Agents are sought. WRITE: Pawan K. Mehra, Marketing Director, Advanced Plastics Machinery Corporation, Dept. CN, 40 Indian Drive, Northampton Industrial Park, Ivyland, Pennsylvania 18974 U.S.A.

NEW GLASS-TO-METAL SEALS FOR ELECTRONICS -- Manufacturers of integrated circuits, LED's (light-emitting diodes), and transistors are the end-users of these "glass-to-metal seals" formed as 9 and 24-pin flat packages. Available in either steel or "Kovar" materials, the seals include a variety of finishes (60/40 solder finish, gold over silver, etc.) and are sold from 14¢ to 35¢ (8 pins) and \$1.75 to \$4.00 (24 pins). Firm is seeking agents. WRITE: Don McAllister, Vice President/Sales, Alpha Hermetic Inc., Dept. CN, 156 Algonquin Parkway, Whippany, New Jersey 07981 U.S.A.

CONVENIENT CLIPS FOR FLAT CABLES -- These vinyl retention clips for flat wires can hold one, two, or three layers of 60 conductor flat cable (3.22 in/8.2 cm wide). Designed to organize and route large wire bundles, the clips are also said to improve safety and appearance. Quick and easy to install, they offer a low profile for use where space is limited. Each clip may be secured using its strong adhesive backing or else screwed firmly into place through use of a pre-drilled hole. Suggested for manufacturers of computer, telecommunications, or other electronic equipment. Priced at 14 cents each. Agents wanted. WRITE: Ralph E. Glende, Vice President, Dek, Inc., Dept. CN, 1555 Hawthorne Lane, West Chicago, Illinois 60185 U.S.A.

NEW PROTECTION FROM POWER SURGES FOR ELECTRONICS -- Computers, communication equipment, and other electrical devices operating below 600 volts can be protected from lightning and power surges by these "Lightning Arrestors." Response is exceptionally quick (less than one nanosecond), the firm says, and there is no discharge lag, impulse breakdown, or "follow current." Sells for \$41-\$150. Agents, distributors wanted. WRITE: Chester Kawiecki, General

Manager, Lightning Protection Corporation, Dept. CN, 330 South Kellogg Avenue, Goleta, California 93017 U.S.A.



## ELECTRONIC INDUSTRY PRODUCTION AND TEST EQUIPMENT



### COMPUTERIZED MEASUREMENT UNIT FOR MICROELECTRONIC WAFERS --

The "Nanoline Critical Dimension Computer" gives precise, reproducible measurements of the width of oxide, nitride, polysilicon, and resist lines on etched or developed microelectronic wafers, as well as of chrome lines on photomasks. Using a non-destructive technique, it combines a simple, reliable optical measurement system and a microprocessor computer which controls the

measurement process, stores data, and prints out precisely calibrated width values in seconds. Suggested for manufacturers of semiconductors, integrated circuits, etc. Price: \$22,000-\$25,000. Agents wanted. WRITE: Vincent J. Coates, President, Nanometrics Inc., Dept. CN, 1030 West Maude Avenue, S-502, Sunnyvale, California 94086 U.S.A.

AXIAL LEAD BENDER FOR ELECTRONIC PARTS -- Ideal for research/development or for short production runs, this product can bend axial leads on electronic components at a rate of 500 parts per hour. Applicable to glass diodes, resistors, capacitors, jumper wires, etc., the "Bender" reportedly bends 15 components simultaneously within a range of .200-1.250 in (.5-3.2 cm). Price (\$45-\$100) includes nylon forming blades and clamp. Agents wanted. WRITE: Ronald Corey, President, Fancort Industries, Inc., Dept. CN, 111 Clinton Road, Fairfield, New Jersey 07006 U.S.A.

NEW RACK FOR TEST LEADS -- This is a convenient, new rack which is designed to hold up to 150 test leads, organizing them according to size. Useful not only for electrical and electronics laboratories, but also for hobbyists, wholesalers, and retailers handling test leads, the unit can be quickly and easily mounted with only three screws. Retail for \$3.50. Distributor inquiries welcome. WRITE: John A. Fobel, Jr., President, Fobel Enterprises, Dept. CN, 552 East El Morado, Ontario, California 91764 U.S.A.

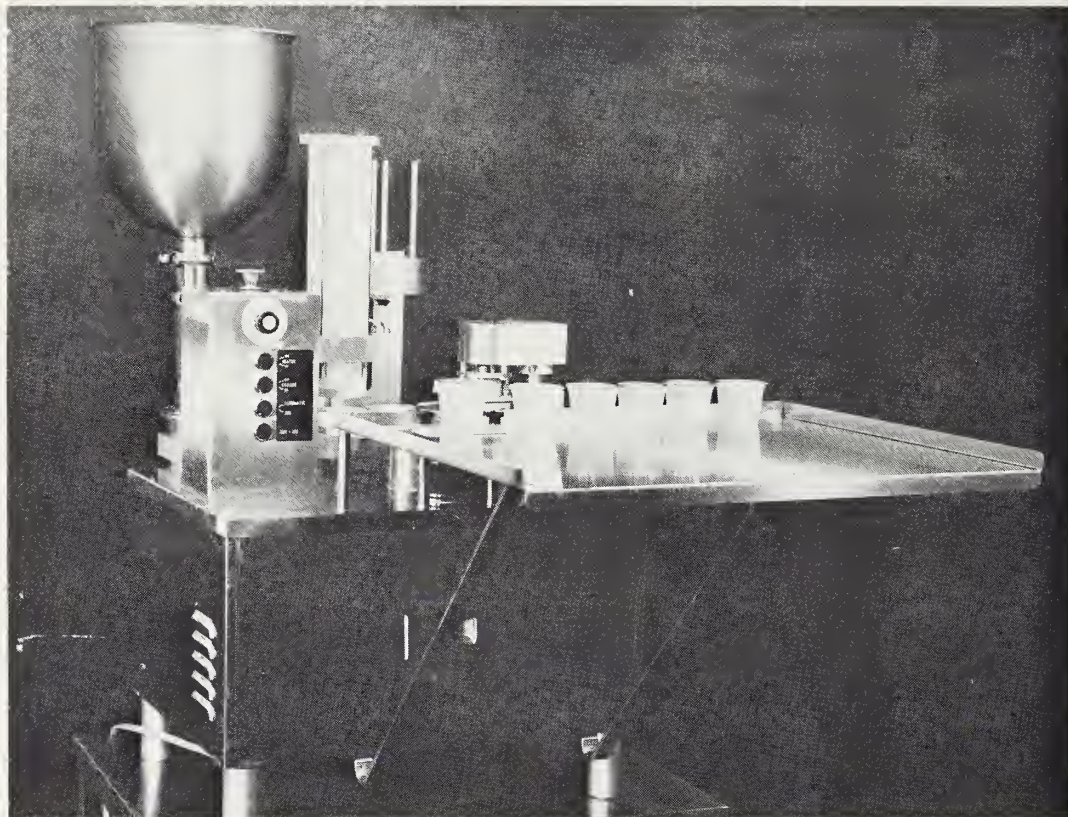
AC/DB VOLTMETER FOR AUDIO AND COMMUNICATIONS APPLICATIONS -- This is a 3 1/2-digit, ac/db voltmeter engineered for use by audio and rf (radio frequency) users, as well as for measurements of telephone levels. Called the "Fluke 8920A," it includes a solid-state, monolithic rms (root-mean-square) converter which responds to the true heating value of the signal. Frequency response range is 10 Hz-20 MHz; mid-band accuracy is 0.5 percent of reading. Price range: \$1,000-\$1,200. Agents sought. WRITE: Ernie Hineman, Regional Manager, John Fluke Manufacturing Company, Inc., Dept. CN, P.O. Box 43210, Mountlake Terrace, Washington 98043 U.S.A.

PRECISION METER CALIBRATOR -- According to this firm, recent inexpensive electronics has made it possible to offer the "MC-20 Precision Meter Calibrator" for as little as \$400 to \$450. The unit is a stable, constant current source which provides selected electrical currents of 200 micro-amps to 20 milli-amps (each of which may be divided into 8, 10, or 12 precisely equal steps.) Any current may also be raised or lowered by exactly 1/2, 1,



2, 3, 5, 10, or 20 percent. The "MC-20" is recommended for manufacturers and users of panel meters. Agents are sought. WRITE: Dean Adams, Sales Manager, Dynall, Inc., Dept. CN, 1520 West Rosecrans Avenue, Gardena, California 90249 U.S.A.

## FOOD PROCESSING AND PACKAGING MACHINERY AND EQUIPMENT



SMALL MACHINE FOR PORTIONING LIQUID FOODS -- The "2000 Portion Control System" is a packaging machine used for the precision filling and sealing of bulk, liquid food products (including fruit juices, pudding, yogurt, and other dairy products.) With a filling range of 1-8 oz (30-237 ml), it prepares 28 servings/minute (in plastic cups with heat-sealed foil lids). For institutional kitchens and small food packagers. Sells from \$8,000-\$15,000. Agents sought. WRITE: Vincent Kane, Executive Vice President, R H Packaging, Inc., Dept. CN, 1975 Calumet Street, Clearwater, Florida 33515 U.S.A.

NEWLY DESIGNED COMPRESSED AIR DRYER -- The "Sahara Pak" Compressed Air Drying System" reportedly provides an extremely low dew-point (-40 degrees F or C) though it costs virtually nothing to operate. By using the normally wasted heat of compression, the unit's new design regenerates the "desiccant bed" (the drying agent) for a total electrical cost as low as \$1.50 per year.

Almost no energy is required; heaters and blowers are eliminated. Agents are actively sought. WRITE: Charles Henderson, Marketing Director, Henderson Engineering Company, Inc., Dept. CN, 701 Factory Road, Addison, Illinois 60101 U.S.A.

INSULATED CONSTRUCTION PANELS -- This is a new kind of insulated panel for use in refrigerated warehouses and other cold-storage structures. The manufacturer says the panels' unique design makes them easy to transport and assemble (saving construction time), and also offers the best insulation qualities (highest insulation coefficient) available in this field. Agents and licensees are invited to inquire. WRITE: Dean Boettcher, Export Manager, Elliott-Williams Company, Dept. CN, R2, P.O. Box 167, Camby, Indiana 46113 U.S.A.

SANITARY TURBINE FLOWMETERS FOR MILK PROCESSING -- The "WE" Series sanitary flowmeters provide an accurate, economical method of metering almost any liquid food products--especially milk. Offered in sizes from 3/4 in (19 mm) to 3 in (76 mm), these meters handle flow rates from 1.4 gal (5.3 l) to 600 gal (2,270 l) per minute. A choice of tungsten carbide or ceramic bearings is offered. Price: \$490-\$800. Distributor inquiries welcome. WRITE: K.T. Ball, Marketing Manager, C-E Invalco, Dept. CN, P.O. Box 556, Tulsa, Oklahoma 74101 U.S.A.

## **FORESTRY**

**(Including Pulp, Paper and Woodworking)**

COMPUTERIZED PROCESS CONTROL FOR SAWMILLS -- The "3030 Process Controller" is said to offer a flexible, efficient, and cost-saving system for sorting lumber in sawmills. It controls such functions as sorting lumber by width, length, and thickness, and provides various tallies regarding mill production. The central processor is a proven minicomputer which is able to monitor all points in a mill which are suitable to automatic inspection. Customized software adapts the system to each mill's operation. Price range is \$35,000-\$150,000. Agent inquiries welcome. WRITE: Glenn E. Lukinbeal, Director of Marketing, Progress Electronics Company of Oregon, Dept. CN, 5160 North Lagoon Avenue, Portland, Oregon 97217 U.S.A.

## **GENERAL INDUSTRIAL MACHINERY AND EQUIPMENT**

**(Including Process Controls)**

DRIVE SYSTEM OFFERS SPEED AND ACCURACY -- Power and precision combine, according to this firm, in the "Press Feed II," an integrated system using an electronic digital control and hydrostatic drive. Engineered to serve a variety of industries (metal processing, paper, textiles, rubber, etc.), it has applications in "blanking," skip feeding, and variable-length feeding. Used

on conveyor drives, printing presses, etc. Price: \$10,000-\$40,000. Agents wanted. WRITE: Frank Stephens, Director of Sales, Control and Computing Devices Corporation, Dept. CN, 3111 Benton Street, Garland, Texas 75042 U.S.A.

STAPLE-FASTENER FOR LIGHTWEIGHT CONVEYOR BELTS -- "Alligator Conveyor Belt Fasteners" are specifically designed for use on high-strength, lightweight belting. Especially useful where production time is critical, they take only minutes to install. The manufacturer states that the staples provide a strong, straight splice with uniform tension across the entire belt. Applications: mail and package handling, agricultural harvests, manufacturing, etc. Price: \$15-\$200. WRITE: P.M. Ramsey, Vice President/Sales, Flexible Steel Lacing Company, Dept. CN, 2525 Wisconsin Avenue, Downers Grove, Illinois 60515 U.S.A.

FRACTIONAL HORSEPOWER MOTORS -- Constructed with interchangeable gearheads, these units introduce new versatility to fractional horsepower motors and thus reduce stocking requirements. "Gear-head Motors" have wide applications in medical equipment, closed-circuit surveillance systems, and computer peripherals. Available in a number of forms for both AC and DC currents, the motors provide shaft torques as great as 108 kg/cm and gear reductions in 30 ratios (5:1 through 1,800:1). Price range is \$35-\$100. Agents wanted. WRITE: M.P. Conforti, Export Manager, Edo International, Dept. CN, 14-04 111th Street, College Point, New York 11356 U.S.A.

CONSOLE EDITING TABLE PRODUCES "FLICKERLESS" IMAGE -- The "Magnasync/Moviola Flatbed Console Editing Table" is designed for all aspects of editing in the motion picture and television industries. It uses a unique "hollow prism" which, the company states, produces a flickerless image that minimizes eye strain, improves the editor's concentration, and thus assures superior editing in a shorter time. Priced from \$5,000 to \$14,000. Agent inquiries are sought. WRITE: Ted Diamond, Sales Manager, Magnasync/Moviola Corporation, Dept. CN, P.O. Box 707, North Hollywood, California 91603 U.S.A.

TELEMETRY TRANSMITTERS, RECEIVERS FOR INDUSTRY USES -- These "Series 1100 Telemetry Transmitters and Receivers" are economical, self-contained units used in monitoring the status of switches and relay contacts, in monitoring analog data (using optional equipment), and in other industrial monitor/control functions. End-users include utilities, petrochemical firms, TV stations, railroads, and many other groups. Price: \$600-\$5,000. Agents sought. WRITE: J.E. Wilkerson, Marketing Manager, Sylvania Technical Systems, Inc., Dept. CN, 100 First Avenue, Waltham, Massachusetts 02154 U.S.A.

CONCENTRATED CLEANING CHEMICALS -- "Macro High Energy Compounds" are seventeen chemical formulations for cleaning use in institutional, commercial, industrial, and governmental areas. They are distinctive, the manufacturer says, since they can be sold in a variety of forms and reconstituted by the purchaser into the required concentrates. Lightweight, ideal for exporting, they sell under \$3/gal (3.8 l). Agents, distributors sought. WRITE: N.P. Apter, President, Apter Industries, Inc., Dept. CN, P.O. Box 456, McKeesport, Pennsylvania 15134 U.S.A.

WATERPROOF MEMBRANE FOR INDUSTRIAL USE -- According to this firm, the "Chevron Industrial Membrane" is a durable, flexible, and impermeable barrier to moisture. Compounded to give excellent adhesion to concrete, metal, glass, or wood, it can be used to waterproof ships, marine containers, roofs, dam facings, reservoirs, sewage tanks, steel vats, and many other items. Priced at \$17/gal (3.8 l). The company seeks foreign agents. WRITE: Philip Brady, Executive Vice President, Southeast Resources, Dept. CN, Shell Tower Building, 100 Bush Street, Suite 1010, San Francisco, California 94101 U.S.A.

DUAL-HEADED GROOVING MACHINE FOR PIPES -- This firm seeks agents and distributors for its "Tandem Form-Groove Machine," reportedly the only dual-headed grooving machine available. Portable for use in the machine shop and on job sites, it can handle lightwall pipe (1-12 in/2.5-30.5 cm) and "Schedule 40" pipe (1-6 in/2.5-15 cm). End-users include plumbers, mining companies, shipbuilders, petrochemical firms, etc. Cost is \$5,200. WRITE: James Goodman, President, Egs Manufacturing Corporation, Dept. CN, 107 North Washington Street, East Rochester, New York 14445 U.S.A.

INSTANT TIGHTENER FOR MACHIN-  
ERY BELTS -- Used with automobiles and various industrial machines, this device simplifies the problem of tightening belts to the correct tension while maintaining accurate pulley alignment. The firm explains that the product will automatically stay in place, freeing the operator's hands for aligning pulleys and tightening bolts. It also assures proper belt tension and a longer service life for the belt. Sells for \$13. Agents desired. WRITE: Herbert Arum, Marketing Manager, Metrifast, Dept. CN, 51 South Denton Avenue, New Hyde Park, New York 11040 U.S.A.



## ELECTRONIC SYSTEM FOR COUNTING

SMALL PARTS -- The "ECO 2500" system is used for production in which accurate counting of up to 500,000 small parts is needed. Its completely solid-state construction provides an extremely fast and accurate count using computerized calculations from precise weight measurement. Interchangeable "bases" give it a 1, 2, 5, 10, or 20 kg (2.2, 4.4, 11, 22, or 55 lbs) capacity. Sells for \$2,000. The firm seeks stocking distributors. WRITE: Robert Vail, Marketing Manager, Pennsylvania Scale Company, Dept. CN, 21 Graybill Road, Leola, Pennsylvania 17540 U.S.A.



## **HEALTHCARE INDUSTRIES**

FEEDING TUBE REPLACES TROUBLESOME INTRAVENOUS METHODS -- The "Dobhoff Enteric Tube," a feeding tube with a mercury-filled weight attached, is recommended by this firm as a safe, inexpensive alternative to intravenous feeding. Besides avoiding the medical problems (metabolic imbalance, etc.) associated with intravenous methods, it is less costly to administer, eliminates daily blood analysis, and uses a less expensive nutrient form. The weighted "bolus" assures passage to upper intestinal tract. Sells from \$7 to \$9. Agents wanted. WRITE: R.J. Skiptunis, Director of New Business, Biosearch Medical Products, Dept. CN, 77 Tillman Street, Raritan, New Jersey 08869 U.S.A.

MOSQUITO LARVICIDE GIVES 6-MONTH PROTECTION -- Agents and distributors are sought for "ECOPRO 1700" mosquito larvicide that is formulated to give 6 months control of mosquito larvae. The firm says it is the safest, most ecologically acceptable form of mosquito larvicide developed to date. "ECOPRO 1700" is sold (in the form of small plastic pellets) for \$6/lb (.45 kg). Suggested for government agencies. WRITE: Robert Himel, President, Environmental Chemicals, Inc., Dept. CN, 703 North Lake Shore Drive, Barrington, Illinois 60010 U.S.A.

ULTRASOUND SYSTEM FOR EYE CARE -- The compact, modular "Ultrascan D" incorporates four ultrasonic techniques used in eye examinations: 1) "A-Scan" evaluates tissue reflectivity; 2) "B-Scan" gives a complete section view with various tissues (sclera, hemorrhage, etc.) displayed as recognizable shades of gray; 3) "C-V Scan" combines both of the above functions on one display;

and 4) "D-Scan" provides "B-Scan" enhanced with full sector deflection modulation. Agents, distributors sought. Price is \$20,000. WRITE: William Lindgren, President, Xenotec, Ltd., Dept. CN, P.O. Box 247, Frederick, Maryland 21701 U.S.A.

PRE-FORMED DENTURES -- The "Custom-Fit Denture," the result of 12 years of research and development, is a formable base denture which, it is claimed, can be inserted in a fraction of the time needed for conventional dentures, and at less cost. Prepared to meet high standards of comfort, hygiene, and attractiveness, they are available in four sizes (and three color shades) that fit about 80 percent of denture wearers. Sells for \$45. Agents and distributors wanted. WRITE: David Jacobs, President, Denture Science Corporation, Dept. CN, P.O. Box 4483, Columbia, South Carolina 29240 U.S.A.

ABSORBENT PADS FOR HOSPITAL PATIENTS -- "Magnasorb Disposable Underpads" are said to be up to three times as absorbent as conventional pads. Whereas other underpads only absorb liquids, "Magnasorb" pads are impregnated with a substance that immediately changes liquids into a gelatin-like substance, which prevents spreading and "run off." The company claims the product can reduce the number of pads needed by as much as 75 percent. Patient comfort is also enhanced. Price is 13 cents each. Hospital dealers sought. WRITE: Frederick Haag, President, Haag, Inc., Dept. CN, 2920 North Arlington Heights Road, Arlington Heights, Illinois 60004 U.S.A.

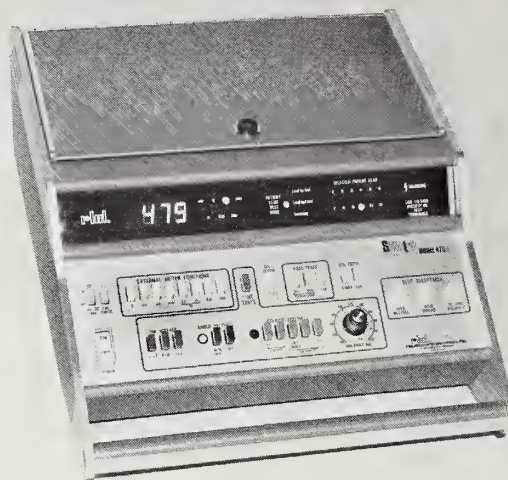


FILING JACKETS FOR X-RAYS -- Suggested for hospital and laboratory use, these "X-Ray Filing Jackets" are made from strong, heavy-weight paper (for long service life) and are large enough for several X-rays to be filed in a single jacket. Each unit has an extra pocket for radiologists' reports. Size is 14 1/2 x 18 1/4 in (368 x 463 mm) with built-in expansion of 3/4 in (19 mm). Seeking distributors of X-ray equipment and accessories. WRITE: Frank Young, President, American Fiber-Velope Manufacturing Company, Dept. CN, P.O. Box 49, Collingdale, Pennsylvania 19023 U.S.A.

RESTRAINING STRAPS FOR OPERATING ROOM TABLES -- This firm introduces redesigned-restraining straps for use in operating rooms and for transporting patients. Buckles have been replaced with

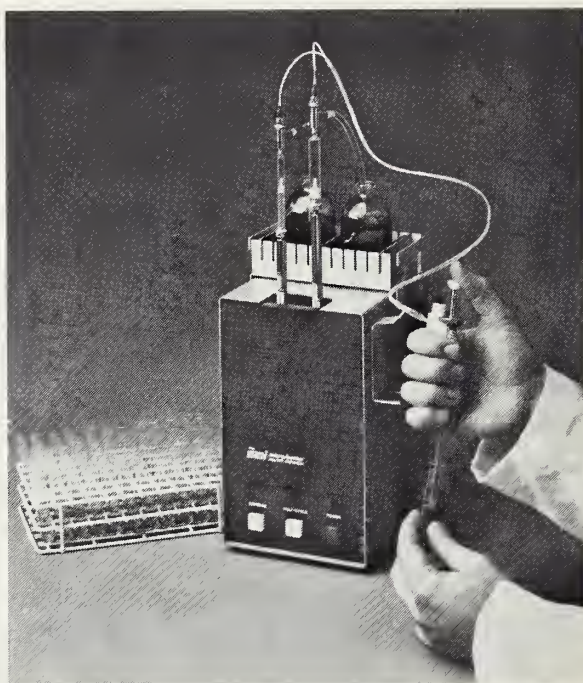
simple "Velcro" fasteners to improve the safety of patients and to reduce requirements for operating room personnel. The straps are adjustable, sterilizable, durable products ideal for hospitals or clinics. Sell from \$22 to \$68. Agents inquiries requested. WRITE: Dan Sandel, President, Devon Industries, Inc., Dept. CN, 8811 Amigo Avenue, Northridge, California 91324 U.S.A.

SYSTEM TESTS SAFETY OF ELECTRONIC MEDICAL EQUIPMENT -- This firm offers a compact device which conveniently provides most of the standard safety tests required for electronic equipment in medicine. It tests and measures power distribution and grounding networks, ground/neutral loop resistance, leakage current, insulation, and other factors. It is said to be more convenient, inexpensive, and time-saving than the various systems it replaces. Priced at \$3,000. Agent inquiries invited. WRITE: Rolf Boether, Executive Vice President, Neurodyne-Dempsey, Dept. CN, P.O. Box 1925, Carson City, Nevada 89701 U.S.A.



## LABORATORY AND SCIENTIFIC INSTRUMENTS

LAB INSTRUMENT FOR DILUTING/DISPENSING SERUMS -- The "Micro/Pettor Diluter Dispenser" is a new device designed to dilute serum with one or two reagents and to dispense it with high accuracy. The firm claims the instrument is more precise than air-displacement dispensers, since it is able to reproduce dispensing actions with an accuracy of 1 percent. Suggested for clinical and industrial labs. Priced under \$1,000. WRITE: Noah Hadas, International Sales Manager, Scientific Manufacturing Industries, Dept. CN, 800 University Avenue, Berkeley, California 94710 U.S.A.



DIGITAL GAS PRESSURE GAUGE -- This firm announces the first digital gas pressure gauge which is truly portable -- the "Series 3000," which combines solid-state circuitry and a highly visible liquid crystal display. Weighing only 4 lbs (1.8 kgs), the battery-powered gauge has an operating range of -14.7 to +19.99 lbs/sq in (-101.3 to +137.2 kilopascals) and is accurate to within .01 lb/sq in (0.1 kilopascals). Suggested for telephone companies, food processors, etc. Firm seeks distributors/agents. WRITE: E.A. Decrosta, Product Manager, Boles & Company, Inc., Dept. CN, 3000 Sand Hill Road, Building 3, Suite 210, Menlo Park, California 94025 U.S.A.



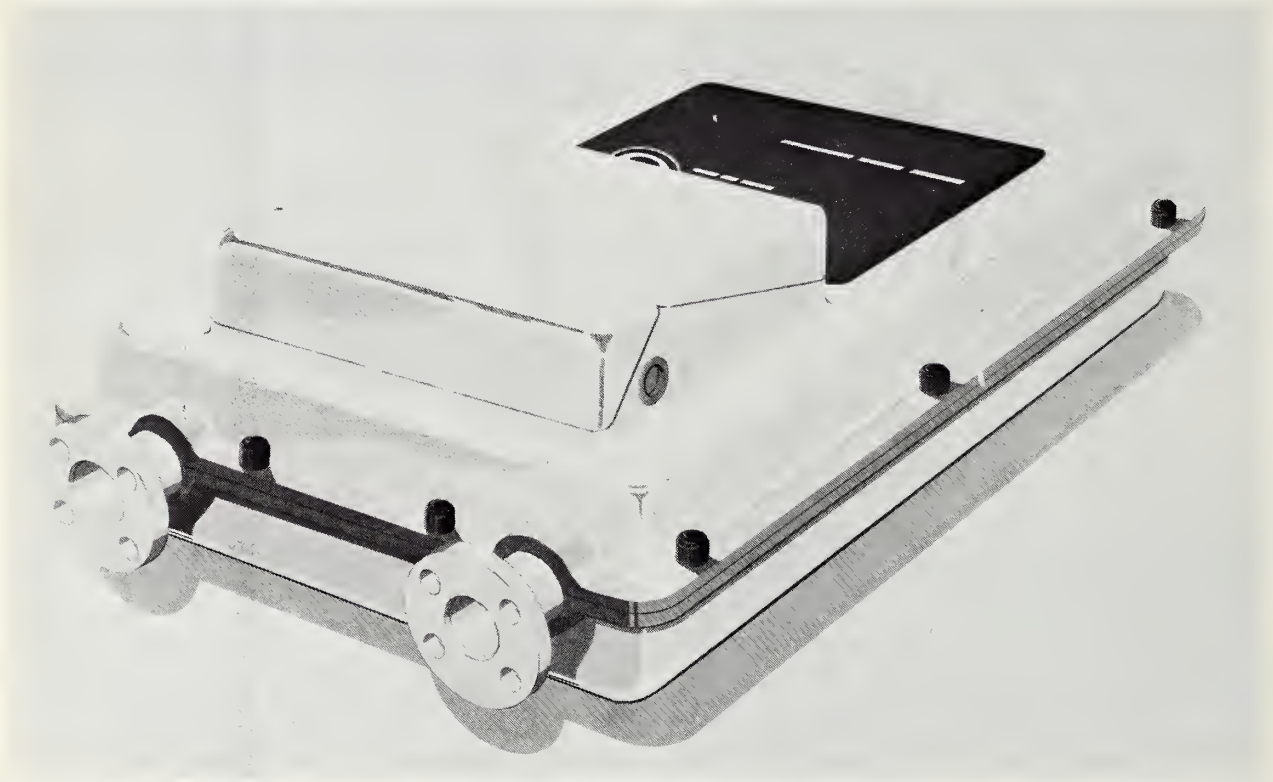
VERSATILE INSTRUMENT FOR DATA COLLECTION/CONTROL -- The "Datkon 700" series consists of microprocessor-based data collection and control instruments for use in a wide variety of applications. Specialized software adapts the basic unit for monitoring of environmental pollution (i.e. carbon monoxide, sulfur dioxide, etc.), for industrial process control (i.e. flow rate, rotation speed in drilling, product inspection, etc.) and for scientific applications such as gaging temperatures, pressures, etc. Price range is \$5,000-\$10,000. Seeking agents. WRITE: Sylvan Z. Beer, President, Niagara Scientific, Inc., Dept. CN, 118 Boss Road, Syracuse, New York 13211 U.S.A.

LABORATORY KIT FOR SMALL-SCALE SAMPLE PREPARATION -- Chemists who work with material samples too small for conventional equipment will be interested in the "Micro Kit," a lab set designed to perform all the functions of a standard "taper kit" but on a much smaller scale. It is used for distillation, filtration, extraction, etc. Parts screw together in a grease-free connection that avoids contaminating samples. Sells for \$135. WRITE: Eva Zimmerman, International Sales Representative, Wheaton Scientific, Dept. CN, 1000 North 10th Street, Millville, New Jersey 08332 U.S.A.

MICROSCOPIC PHOTOGRAPHY SYSTEMS -- The "T.E.-105" photomicrography system is designed for fast mounting on standard eyetubes of most compound or stereo microscopes. The operator focuses the microscope while viewing through the camera lens, then exposes the film (using a simple cable release) for instant color photographs of micrographic objects. A "Polaroid SX-70" camera is

included. Cost is \$495. The firm seeks dealers in scientific instruments. WRITE: Andy Taube, President, Technical Enterprises, Dept. CN, 412 Northeast 16th Avenue, Suite 110, Gainesville, Florida 32601 U.S.A.

DIRECT MEASUREMENT OF FLUID FLOW RATES -- This "Mass Flow Meter" directly measures the flow rate of any fluid in kg/hour, lb/minute, and other units. Because the meter's output signal is directly proportional to mass velocity, it is unaffected by changes in a fluid's viscosity, density, pressure, or temperature. The meter gives accurate measurements of pulsating flows, slurries, non-Newtonian fluids, etc. Sells from \$1,700 to \$3,000. Representatives are sought. WRITE: Kurt Plache, Vice President/Marketing, Micro Motion, Inc., Dept. CN, 2700 29th Street, Boulder, Colorado 80301 U.S.A. (Photo)

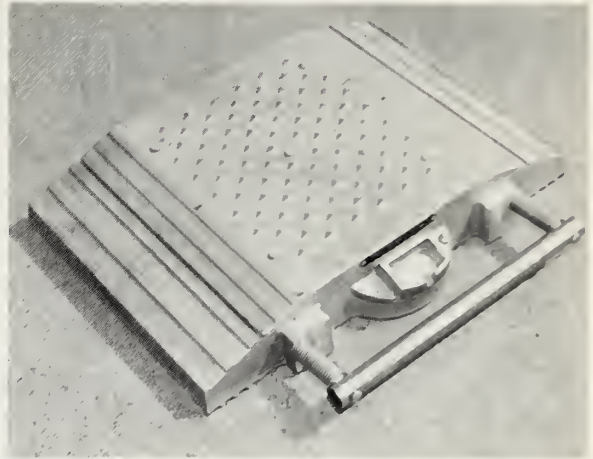


## LAND TRANSPORTATION EQUIPMENT

MOBILE UNIT FOR RECAPPING RUBBER VEHICLE TIRES -- Importers and/or distributors are sought for this portable system used to "recap" rubber tires for heavy-duty vehicles. Capable of handling tires without removing them from vehicle wheels, the unit is said to treat used tires so as to give them additional mileage (comparable to that of a new tire), yet costs as little as 30 percent of the price of a new tire. Offered to trucking companies, military groups, airlines, etc. for \$80,000-\$100,000.

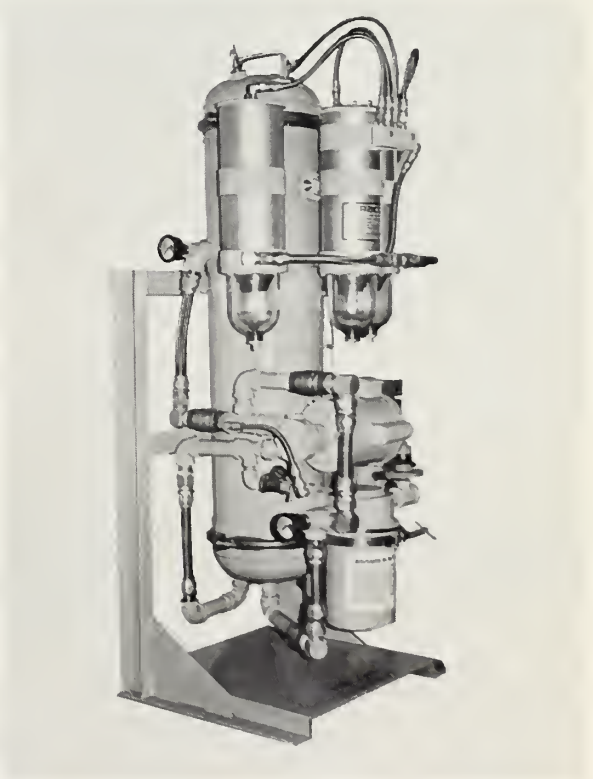
WRITE: Rockwell Hammond, Vice President, Tires Anywhere, Inc., Dept. CN, 815 5th Avenue North, Seattle, Washington 98109 U.S.A.

PORTABLE WEIGHING DEVICE FOR VEHICLES -- Though it weighs only 53 lb (24 kg), the portable "MD-500 Vehicle Scale" is said to be able to weigh trucks and other vehicles up to 19,800 lb (9,000 kg) in weight. It offers a wide weighing platform and a special magnifying lens for easy, precise readings. The firm says the unit is accurate to within 1 percent, even on roads which are wet, muddy, icy, or not level. Useful for highway "weigh stations," trucking firms, etc. Price is \$895. Agents sought. WRITE: A.T. Timm, Sales Manager, General Electrodynamics Corporation, Dept. CN, P.O. Box 401307, Garland, Texas 75040 U.S.A.



## MARINE AND RELATED EQUIPMENT

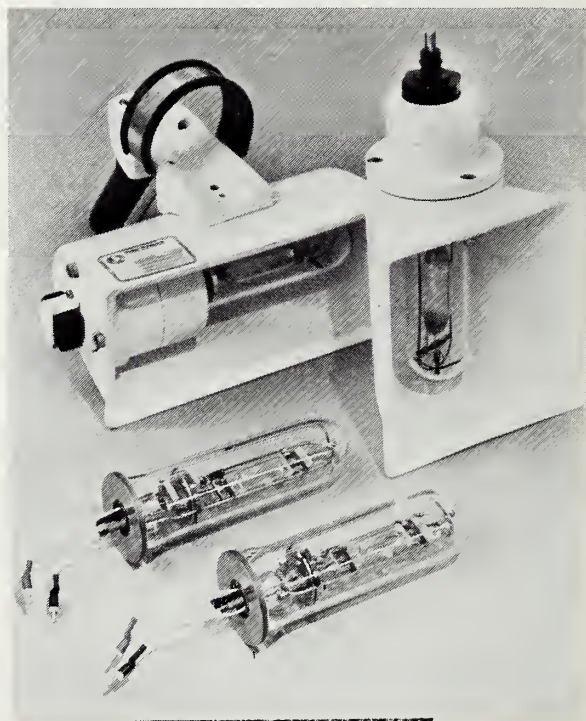
FILTER/SEPARATOR REMOVES OIL FROM WATER -- This firm's "800 OW Series" consists of filter/separator devices used for removing oil and other hydrocarbons from bilge water in marine vessels, or for similar industrial applications. Each integrated system, according to the firm, uses a unique six-stage process to lower oil concentrates in water to less than 10 parts per million, and to remove all solids larger than 5 microns. Agent inquiries are invited. WRITE: Eduardo A. Santiago, Sales Manager, Racor International, Inc., Dept. CN, 1137 Barium Road, Modesto, California 95351 U.S.A.



POLYURETHANE EXHAUST FITTINGS FOR BOATS -- According to the manufacturer, this product solves many problems inherent in metal exhaust fittings. Made from polyurethane molded in one piece (so that there are no welds to break), it has a tensile rating of over 8,500 lbs/sq in (588 kgs/sq cm), making it more resistant to cracking than conventional castings. The fitting also absorbs noise and vibration, and resists corrosion, gasoline, oil, and solvents. Cost is \$5-\$15. Agents sought. WRITE: David Knowles, President, Globe Rubber Works, Inc., Dept. CN, P.O. Box 183, Rockland, Massachusetts 02370 U.S.A.

AUTOMATIC ANNOTATION SYSTEM FOR GRAPHIC RECORDERS -- The "ANG" is an electronic "alphanumeric generator" used to annotate graphic records from sidescan sonar, sub-bottom profilers, seismic profiling systems, and fathometers. It is said to annotate recorders, without operator assistance, using accurate, legible alphanumeric characters and handles up to four non-synchronized graphic recorders. Price is \$3,000-\$5,000. Agents are sought. WRITE: Charles Richards, President, C.A. Richards and Associates, Inc., Dept. CN, 2500 Tanglewilde, Suite 275, Houston, Texas 77063 U.S.A.

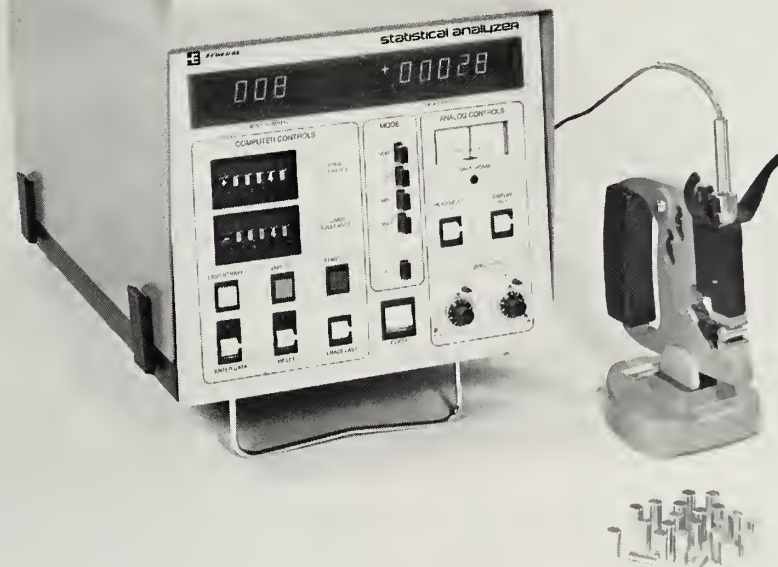
UNDERWATER LIGHTING EQUIPMENT -- The "SeaStar Ballastless Gas Discharge Light" incorporates the advantages of conventional gas discharge lights and incandescent lighting. The new bulb requires no ballast, yet generates a highly efficient mercury-vapor light perfect for underwater use. The firm says the light saves money and space and is suggested for divers, underwater stations and vehicles, etc. Priced from \$500 to \$1,000. WRITE: Jill Jones, Advertising Manager, Hydro Products, Inc., Dept. CN, 11777 Sorrento Valley Road, San Diego, California 92121 U.S.A.



RUGGED FLOATATION SYSTEM FOR DOCKS, ETC. -- Each "Thompson Floatation Unit" is a strong, lightweight float molded in one piece from "CL-100" cross-linked polyethylene -- an unbreakable, chemically inert material. Designed to support docks, floating platforms, and the like, they are said to resist salt water, marine organisms, chemicals, corrosion, etc. so that they significantly outlast competitive products. Sells for \$14/ sq ft (.09 sq m). WRITE: Thomas Thompson, President, Thompson Floatation Company, Dept. CN, 1645 Monrovia Avenue, Costa Mesa, California 92627 U.S.A.

UNDERWATER CABLE CONNECTOR -- Petroleum firms drilling offshore and other groups using underwater electrical systems are the main end-users of the "FITA Connectors" for electrical cables. Designed for underwater "mating", all components either slip or screw together with ordinary tools. The manufacturer states that the connector is effectively "failure-proof," maintaining the integrity of electrical systems even under the harshest undersea conditions. Sold for \$3,500. The firm seeks distributors. WRITE: John Miranda, President, Miranda-Pacific Company, Dept. CN, P.O. Box 432, Simi, California 93065 U.S.A.

## METALWORKING AND FINISHING



AUTOMATIC SYSTEM FOR ANALYZING MEASUREMENT DATA -- The "Model 711" is a self-contained, low-cost system for performing high-speed statistical analysis of measurement data during the actual gaging process. An integral microcomputer stores and processes all data, thus avoiding tedious, error-prone manual methods. The unit is useful for quality control in metalworking operations involving high-volume, precision manufacturing. Sells for \$4,000. WRITE: Louis O. Heinold, Vice President/Marketing, Federal Products Corporation, Dept. CN, 1144 Eddy Street, Providence, Rhode Island 02901 U.S.A.

NEW DESIGN IN WELDING GOGGLES -- The "Super Cool Vent" welding goggle has a patented ventilation system that increases air flow over the lens to prevent fogging and to keep eyes cooler. The

soft, pliable mask conforms to any face, and fits comfortably over any style eye-glasses. Lens replacement is facilitated by a quick load cartridge and the entire goggle is reportedly 10 percent lighter than competitive goggles. Price: \$1.86. Agents sought. WRITE: Jack Branden, Marketing Manager, World Commerce and Marketing Company, Dept. CN, 3570 Warrensville Center Road, Cleveland, Ohio 44122 U.S.A.

LOW-COST ANGLE ROLLER MACHINE -- Metal fabricators and machine shops are among the end-users of the "Universal Angle Roller," an inexpensive alternative to conventional angle rollers. Designed to meet the standards of more costly products, it includes a 5-horsepower motor with gear reducers and magnetic brakes to operate the spindles and hydraulic system. It is sturdily constructed using heavy-duty components and can easily handle 2-in (5 cm) "A-36" metal. Price is \$10,000-\$39,000. Agents desired. WRITE: Pasquale Suriano, President, Suriano Machine Corporation, Dept. CN, 1219 John Kennedy Boulevard, Manville, New Jersey 08835 U.S.A.

## **MINING**

HIGH-PRESSURE SLURRY PUMP FOR MINING -- Engineered for mining companies and similar end-users, this is a high-pressure centrifugal pump used to move slurry (a watery mixture of insoluble solids). It is a heavy-duty machine resistant to abrasive mixtures and designed to handle the high internal pressures it produces. The manufacturer states that the pump can also reduce the number of booster stations needed to move slurry over distances. Agent inquiries welcome. WRITE: Patrick Smith, Vice President, Georgia Iron Works Company, Dept. CN, P.O. Box 626, Grovetown, Georgia 30813 U.S.A.

MOBILE CRANE FOR UNDERGROUND USE -- Especially designed for use underground, the "Pack Rat" mobile crane is, according to this firm, the only machine available which can raise and carry loads of up to 20,000 lb (9,072 kg) beneath ceilings only 6 ft (1.8 m) high. It is a boom-type crane with four-wheel hydrostatic drive, articulated steering, and extreme maneuverability. Price is \$95,000 f.o.b. plant. WRITE: Ted Wilkes, Jr., President, Timberline, Inc., Dept. CN, P.O. Box 675, Lander, Wyoming 82520 U.S.A.

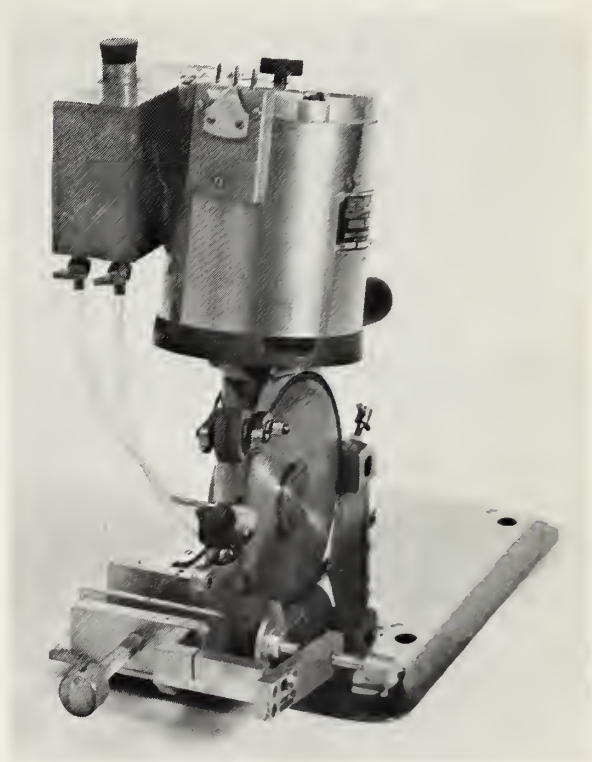
## **PRODUCTION**

### **(Specialized Machinery and Equipment)**

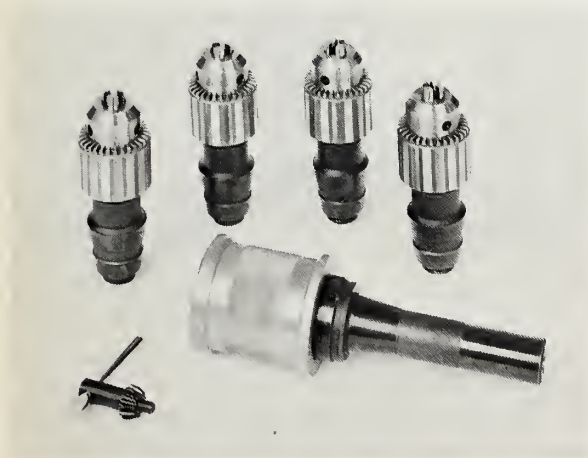
LOW-COST ADJUSTABLE SHOCK ABSORBER -- Because of its low-cost and fast response, the "Model OEM-1M" miniature shock absorber is especially suited for use in fast cyclic equipment, such as high-speed press feed systems, packaging machinery, and the like. It features an energy-absorption capacity of 73 newton-meters and

unique 180 degrees micrometer adjustment. Sells from \$18 to \$26. Agents are sought abroad. WRITE: Patrick Lee, President, Enidine International, Inc., Dept. CN, 2207 Elmwood Avenue, Buffalo, New York 14216 U.S.A.

CUTTER MACHINE FOR RUBBER HOSE AND TUBING -- Because it includes an adjustable holding device, the "RB17" can be used to cut rubber hose and tubing, gaskets, washers, and a variety of other materials and shapes (including round, square, and rectangular stock, solid or hollow shapes, extrusions, etc.) Adaptable for use as a straight cutter, it can also cut rubber embedded with steel wire. Price range is \$2,540-\$4,150. Distributors are desired. WRITE: Emily Eillis, Secretary/Treasurer, Simplex Cutting Machine Company, Inc., Dept. CN, 347 West 39th Street, New York, New York 10018 U.S.A.



NEW SYSTEM PERMITS FAST CHANGE OF MACHINE TOOLS -- The "In-motion System," applicable to a variety of machine tools, offers an operator the ability to change tools in only 2 or 3 seconds without stopping power machinery. This is said to increase productivity while saving time and money. The system can handle basic needs, such as drilling, boring, reaming, tapping, etc., or alternatively, allow operations requiring extreme accuracy, rigidity, and repeatability. Priced from \$500. Agents sought. WRITE: T. Ferguson, President, Stratford Industries, Dept. CN, P.O. Box 762, Orinda, California 94563 U.S.A.



## SAFETY AND SECURITY EQUIPMENT

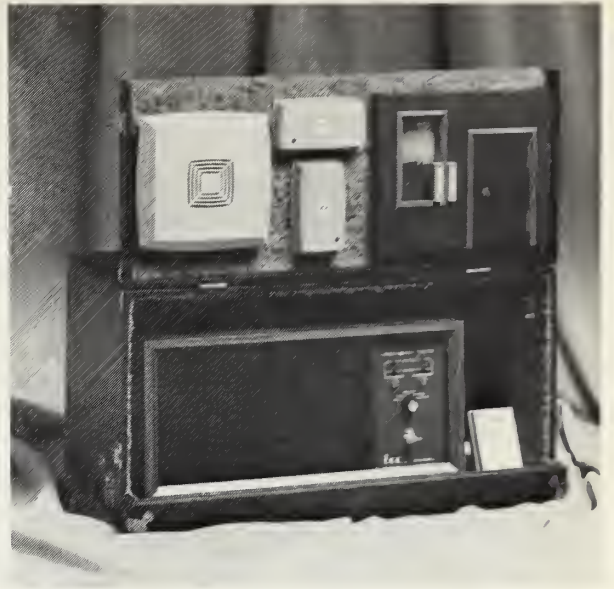
BARBED TAPE FOR SECURITY USE -- This firm announces its "General Purpose Barbed Tape Obstacle" (GPBTO), an anti-personnel barrier formed from stainless steel in a barbed, strip form. The barrier is composed of two interconnecting spiral coils (24 and 30 in (61 and 76 cm) in diameter) with clusters of needle-sharp barbs each 1 1/4 in (3.2 cm) long. The firm claims the "GPBTO" offers greater security than conventional barriers in such locations as penal institutions, military sites, warehouses, storage areas, etc. Sells for \$3/ft (.3 m). Distributors are sought. WRITE: Joseph Mainiero, Executive Vice President, Man Barrier Corporation, Dept. CN, 32 Great Hill Road, Seymour, Connecticut 06418 U.S.A.

EXPOSURE SUIT FOR SURVIVAL IN COLD WATER -- Sailors, fishing personnel, and others who work at sea or on large bodies of water are the end-users of the "Bayley Exposure Suit," an inflatable garment which reportedly protects the wearer for as long as 150 hours in water as cold as 35 degrees F (1.7 degrees C). It can be donned in as little as 60 seconds and weighs only 11 lbs (5 kgs). Includes numerous survival features. Price range is \$240-\$295. Firm seeks agents abroad. WRITE: Sue Forbes, Director/Special Projects, BayleySuit, Inc., Dept. CN, 900 South Fortuna Boulevard, Fortuna, California 95540 U.S.A.



LIGHTWEIGHT BULLET-PROOF VESTS -- This firm offers a protective vest (20 layers) made from special "ballistic" fabric capable of stopping a bullet from a .357 magnum pistol. Another version, incorporating armor plate, is said to be effective against the 7.62 mm and .30 carbine. Weighing 4 lbs and 15 lbs (1.8 and 6.75 kgs) respectively, the vests permit washable parts to be separated from the others for cleaning. The armor-plated model can also be converted into a lighter vest by removal of the plate. Price range is \$125-\$185. WRITE: Frank S. Burstein, Product Manager, The Phoenician Trading Group, Dept. CN, 1015 Chestnut Street, Suite 517, Philadelphia, Pennsylvania 19107 U.S.A.

WIRELESS ALARM SYSTEM -- The manufacturer says this self-contained, wireless alarm system offers protection from fires, burglars, intruders, and other emergencies. The dual-channel central control is activated by radio transmitters (available from firm) which connect to smoke sensors, sound-discriminating sensors, etc. The system includes: integral sounding device, "system status" indicators, alarm delay and other features. Priced from \$200. Agent/distributor inquiries invited. WRITE: John E. Horne, Sales Director, A-T-O Inc., Interstate Engineering Division, Dept. CN, 522 East Vermont Avenue, Anaheim, California 92805 U.S.A.



## **SPORTS, RECREATION AND HOBBIES**

TRAINING AID FOR HIGH DIVERS -- The manufacturer believes this to be the first device ever marketed which can prevent divers from being injured when entering the water at a bad angle during training. The "Bubble Machine" creates a foaming action (half water/half air) directly beneath the diving board to cushion divers. Current price is \$15,000-\$30,000. Agents are sought worldwide. WRITE: John Corrick, President, Corrick International, Dept. CN, 206 Locust Street, Santa Cruz, California 95060 U.S.A.

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# LICENSING AND INVESTMENT PROPOSALS

*The following firms have contacted the U.S. Department of Commerce and specifically requested assistance in locating overseas agents, distributors, joint ventures, etc. Please publish this information in the Commercial Newsletters. If the post does not publish a Newsletter, please disseminate this information to the local business community through all available channels.*

DATA PROCESSING -- This firm seeks licensees, agents or other arrangements overseas to provide programming and other services to the computer and data processing industry. The U.S. firm offers a total systems approach to problem solving which includes system development, programming, electronic data consulting and processing operations, and documentation and technical writing. It is prepared to supplement needed technical shortages in the electronic data field. WRITE: Mr. A.C. Kaechele, Vice President, Product Development, Systems and Programming Resources, Inc., Dept. CN, 1211 W. 22nd Street, Suite 600, Oak Brook, Illinois 60521 U.S.A.

STAINLESS STEEL FABRICATOR SEEKS LICENSEES -- A firm engaged in manufacturing equipment customized for specific requirements desires licensees. The company has produced conveyor systems, housing systems, equipment for laboratory animals, food processing equipment and systems. WRITE: Mr. George A. Halper, Vice President, Enterprise Manufacturing Inc., Dept. CN, 5125 West 123rd Street, Alsip, Illinois 60658 U.S.A.

NEW MOUSE AND RAT KILLER -- Developer-formulator of "Vizon" seeks joint venture partner to establish automatic manufacturing plant to supply large part of the world. Developer reports "Vizon" is different from rodent control baits used worldwide and that it can exterminate 100 percent of a generation of mice and rats in an area. It further states that "Vizon" performs best in areas with an abundance of food competing against the bait. WRITE: Mr. Joseph D. Mazzotta, Ocean State Pest Control & Product Manufacturing Company, Inc., Dept. CN, P.O. Box 3476, Providence, Rhode Island 02909 U.S.A.

WIRE PRODUCTS FACTORY -- Firm seeks principals to establish factory for producing agricultural or construction wire products such as barbed wire, chain link fence, farm fence, chicken wire, screen, nails, chain, reinforcing mesh, concrete accessories, wire rope, tie wire, etc. Also wire racks, shelving, baskets, fasteners, springs, or electrical cord and cable, etc. Will provide design, technical assistance, procedures, machinery, startup and will participate. WRITE: Mr. Charles F. Fletcher, President, Chama Export Corporation, Dept. CN, P.O. Box 505, Conroe, Texas 77301 U.S.A.

MICROPROCESSOR/MICROCOMPUTER EQUIPMENT -- This firm will provide the technology, manufacturing rights, and marketing/application expertise to a complete product line of high performance 16-bit microcomputer products for industrial control, data acquisition, and instrumentation systems. The line includes over 15 different printed circuit cards, card frames, power supplies, cabinetry, and input/output interfacing to various peripherals and industrial equipment. Extensive software is also available. Can also supply expertise for application or additional product development work as required. WRITE: Mr. J.P. Stein, President, SSI Corporation, Dept. CN, Flowerfield-Building 1, St. James, New York 11780 U.S.A.

AMERICAN BULLETIN OF INTERNATIONAL TECHNOLOGY TRANSFER -- A comprehensive (44 pages) bi-monthly listing of product, service and investment opportunities offered and wanted for direct foreign investments, licensing and joint venture agreements in the United States and overseas. It provides a vehicle for the international exchange of technology, capital and management resources. Listings and referrals are screened prior to publication in order to assure protection from competitive disclosure. Also listing and inquiring firms are validated as to their ability to perform on potential agreements before introductions are made. Annual subscription is U.S. \$72. WRITE: American Bulletin of International Technology Transfer, Dept. CN, P.O. Box 75537, Los Angeles, California 90075 U.S.A.

SURFACE OIL RECLAMATION PROCESS -- Offered for development, manufacturing and marketing, this system reportedly involves a unique method of magnetic reclamation of surface oils on bodies of water such as crude oil spills from tankers and excessive harbor water contamination. This three phase operation involves collecting, transporting and reconditioning the oils. Developer states that a U.S. based international company is willing to assist in development through use of its products. WRITE: Mr. J.M. Young, Dept. CN, 1715 N. Division, Mishawaka, Indiana 46544 U.S.A.

RIBBON RECYCLING -- This company seeks licensees to operate word processing and computer terminal ribbon recycling franchises. The American firm would supply patented cloth cartridge ribbon re-inking machines, cloth spool-to-spool respooling machines, and film cartridge ribbon reloading machines. It has developed a process to re-ink most types of cloth cartridge ribbons used mainly in word processing machines and computer teleprinters. For further information WRITE: Mr. Peter C. Williams, Vice President, Aspen Ribbons, Dept. CN, 1700 N. 55th Street, Boulder, Colorado 80301 U.S.A.

DRY CLEANING FRANCHISE -- U.S. firm offers laundry and dry cleaning franchises on a worldwide basis. It can supply a total franchise package including market research, construction plans, operation and service training, and financial and management services. Equipment includes automatic commercial washers ranging from small top-load machines to 600 lb (270 kg) washer-extractors used in hospitals and institutional laundries. Marketing programs are flexible and designed for the individual franchisee. WRITE: Mr. David A. Miller, President, Miller Investments Inc., Dept. CN, 0125-156 Road, Glenwood Springs, Colorado 81601 U.S.A.

JOINT VENTURE FOR CONSTRUCTION MANAGEMENT -- Firm seeks a joint venture arrangement with a construction and/or engineering company. It offers technical assistance and construction management services in the following areas: highway and road construction; airport construction and design; commercial and residential building construction; sewer construction. Company also has expertise in marketing prefabricated and modular homes, apartment units, mobile homes and prefabricated steel buildings. WRITE: Mr. Dwight L. Quinn, President, P.D.Q. International, Inc., Dept. CN, 234 Collinsville Avenue, Suite 500, St. Louis, Illinois 62201 U.S.A.

OVERHEAD CRANES -- Manufacturing licensees in developing countries are sought for this line of electric hoists and overhead traveling cranes used in heavy-duty manufacturing operations. The cranes are not considered light-duty, but are highly reliable. The company is also interested in licensing the appropriate firms with its future technological developments. These areas of technology comprise special equipment for the aluminum and steel industries, and automation (robotics). WRITE: Mr. A.R. Giblin, Vice President, Sales, Pollock Research & Design, Inc., Dept. CN, 1200 High Street, Pottstown, Pennsylvania 19464 U.S.A.

POLLUTION CONTROL EQUIPMENT -- This company seeks licensees or joint venture partners to manufacture and market air pollution and corrosion control equipment. The U.S. firm will provide design, engineering and technical know-how, as well as any special parts. Prospective licensees should have fabrication capability in plastic and steel and an established sales organization. Complementary product lines could include chemical processing, plating and ventilation equipment. For further information WRITE: Mr. S. Raymond Woll, President, Air Plastics Inc., Dept. CN, P.O. Box 42067, Cincinnati, Ohio 45242 U.S.A.

SHEET METAL ENGINEERING -- Company seeks licensing and/or joint venture arrangement with manufacturers to produce medium to long run sheet metal products, such as materials handling equipment, metal shelving, bins, racks, cabinets, etc. The U.S. company is prepared to provide complete manufacturing and engineering service and marketing assistance. WRITE: Mr. James E. Mann, President, Bison Manufacturing Corporation, Dept. CN, 35 Roetzer Street, Buffalo, New York 14211 U.S.A.

MODULAR CONSTRUCTION SYSTEM -- Offered for development, manufacturing and marketing. Uses a foam sandwich construction with integrated assembly of panels and structural components for semi-permanent and permanent types of shelter and housing. Structural parts use a large amount of extrusions to facilitate construction for easy assembly. Developer claims the system can be used in adverse terrain applications encountered by construction and oil companies. According to the developer, some U.S. companies are willing to help with technology and one will develop a complete electrical system at cost. WRITE: Mr. J.M. Young, Dept. CN, 1715 N. Division, Mishawaka, Indiana 46544 U.S.A.

AUTOMATIC WHEEL MANUFACTURING MACHINERY -- This firm seeks licenses for an automatic spoked wheel manufacturing system, reportedly the most time and cost-efficient method available for meeting a variety of recreational, juvenile, and other applications. Requiring only two operators, the system uses commercial-quality steel and wire to produce over one million wheels each year per shift. WRITE: Carla Smith, Spherex, Inc., Dept. CN, P.O. Box 530, Seabrook, New Hampshire 03874 U.S.A.

ENGINEERING AND DESIGN SERVICES -- Firm desires joint venture arrangements for engineering and design services applied to the following areas: air, water, land, wastewater, solid waste; marine pollution control; energy conservation and management; resources development and recovery. Company has been in business for more than 25 years. WRITE: Mr. Frank Collins, Director, International Programs, Weston International Inc., Dept. CN, Weston Way, West Chester, Pennsylvania 19380 U.S.A.

TRUCK TRANSPORTATION SERVICES -- Company offers full operational management services of truck fleet and cargo carrying vehicles on the basis of a complete takeover of all activities, including the running of all related logistic support services and associated support facilities and equipment, such as maintenance shops and service stations. WRITE: Mr. Frank C. Gromling, General Manager, Jartran, Inc., Dept. CN, 3001 Ponce De Leon Boulevard, Coral Gables, Florida 33134 U.S.A.

